

NEWS SUMMARY

Aids test before marriage urged

Couples planning marriage should volunteer to take an Aids test to find out whether they are infected, for the sake of themselves and their unborn children, an American doctor said at a medical conference in London yesterday.

Dr Robert Redfield, a US government adviser on Aids, said that the epidemic was now a "family disease". He called for routine Aids testing, particularly among young people, hospital patients and those attending venereal disease clinics. "Ninety-nine per cent of those who are carrying the Aids virus have no idea that they are infected and can pass the infection to their sexual partners. We have to encourage them to act responsibly", he told a meeting at the Royal Society of Medicine.

A team of 20 volunteers has been trained in Merseyside to befriend people with Aids and offer support. The scheme has been launched by the Merseyside Aids Support Group, Eclipse.

Blow for orchestra £1m win on pools

A leading figure on the London orchestral scene is to quit his job next year because he says he is tired of the "constant struggle for cash".

Mr Christopher Bishop, aged 55, has been managing director of the Philharmonia for nine years but does not plan to renew his contract.

He said: "There's a lack of funding, and respect, from the Arts Council and the Government. The Arts Council grant is going down in real terms. You are walking a tightrope all the time."

Mrs Elaine McDonagh, aged 31, a housewife with three children, yesterday collected a cheque for £1,010,172 from Littlewoods Pools.

Mrs McDonagh, from Keighley, West Yorkshire, has been taking a college course in accounting in her spare time. She started the course in the hope of stretching the family budget, as her husband is unemployed. However, all this will now change.

"It's going to be a nice change to watch the money grow after years of scrimping and saving", she said.

Warriors on the way

Nine members of the Terracotta Warriors buried 2,000 years ago with the first Emperor of China will form the centrepiece of what is expected to be the biggest exhibition in Britain since Tutankhamun.

Organizers of the £1 million exhibition, which opens in London at the Royal Horticultural Society's Old Hall on December 14, expect that at least 750,000 million people will have visited it before it closes on February 20.

The exhibits will also include two horses and 22 other artefacts discovered at the site.

Plot story was false

Mr Adnan Khashoggi, the Saudi Arabian arms dealer, won "substantial" libel damages in the High Court yesterday.

Mr Khashoggi was alleged by the Arab newspaper, *Al Arab*, to have conspired with Sudan's former president, Nimeiri, to have opponents of the Sudanese government liquidated. The article alleged the CIA was a party to the plan.

Mr Khashoggi's counsel, Mr Desmond Browne, said the newspaper's former printers Y A Web-Offet now accepted the "utter falsity" of the allegations.



Wasp sting kills man

A man aged 63 collapsed and died just minutes after being stung by a wasp, an inquest was told yesterday.

Mr George Francis joked with his family about the bites, which he received in his son's garden at Mercedale Road, Liverpool, on September 23. Five minutes later, he was found unconscious in the bathroom.

Mr Francis, of Hunts Cross, Liverpool, was taken to Broadgreen Hospital, but was dead on arrival.

Mr Roy Barter, the Liverpool coroner, recorded a verdict of accidental death.

School chiefs fail to change Baker reforms

By John Clare, Education Correspondent

The Government has decided not to modify any of its proposals for reforming state schools in England and Wales in spite of an overwhelmingly hostile response from more than 10,000 organizations and individuals.

Mr Kenneth Baker, Secretary of State for Education and Science, told local education authority leaders yesterday that the Education Bill to be introduced in the Commons next month will contain precisely the same measures that were outlined in the consultation documents published in the summer.

The Association of County Councils and the Association of Metropolitan Authorities spent more than two hours trying to persuade Mr Baker to change his plans to introduce a national curriculum, allow schools to opt out of council control and require local

authorities to abolish artificial admission limits.

Mr Baker discounted their fears that the curriculum would be unduly prescriptive but promised that the Bill would not lay down how much time would have to be devoted to each subject.

He reaffirmed his view that tests at the ages of seven, 11 and 14 were essential to allow the performance of pupils and schools to be compared.

The authorities pressed Mr Baker to make it more difficult for schools to opt out of their control by requiring more than a bare majority of parents to support the proposal in a postal ballot.

Mr Baker argued that the requirement was a real hurdle and he had no intention of raising it. However, he emphasized that schools applying to him for permission to opt out would not necessarily be granted it.

Prison 'watchdogs' alarmed at inmate bullying

By Peter Evans, Home Affairs Correspondent

Bullying in prisons and youth custody centres, some of it life threatening, is causing concern to boards of visitors, the public's watchdogs over the penal system.

The annual reports of the boards, summarized by the Boards of Visitors Co-ordinating Committee, noted a long list of serious incidents at Styal women's prison between early November and early December last year, "some of which could have, but fortunately had not, led to fatal results".

"We continue to express our deep concern about the extreme vulnerability of the women and youth custody inmates still sleeping without considerable risk of assault, fire hazard or sexual bullying. The staff has no effective control over them or the risks they run", the report said.

The board of Ashham Grange women's prison was concerned about pressure from adult lesbians on young girls.

Reports of boards at youth

The Prison Officers' Association will meet Mr Douglas Hurd, the Home Secretary, today, with the Government considering tough action against union members.

Officers who continue their industrial action at six jails could face suspension. Minimum

steril threats have already been made to remove the prison officers' right to strike.

The option now being considered by Mr Hurd is that officers resume normal working and accept prisoners by the end of the month, or face suspension.

Many individual board reports refer to the inadequacy of facilities to treat mentally ill prisoners. The general view is that the mentally ill should be accommodated in hospitals and secure units which are specially equipped.

Referring to overcrowding, the overall report said many board members "believe that

greater efforts should be made to persuade the courts to make more use of non-custodial sentences and that a fixed maximum time should be set for remand periods".

Severe underestimates of the cost of building new jails are disclosed today in a report by the Howard League for Penal Reform.

Construction costs for prisons in the big Home Office prison expansion programme have been rising rapidly. In some cases, an annual increase of more than 30 per cent is reported, the league says.

Government abandons target for warships

By Martha Fletcher, Political Reporter

The Government yesterday abandoned its target of three new warship orders a year to maintain a fleet of about 50 frigates and destroyers.

Responding to a defence select committee report on the lessons of the Falklands campaign, it argued that a 50-vessel fleet could be maintained by extending ships' lives with refits and maintenance.

Backbenchers of all parties will claim that this is dangerous cheese-eating by a Ministry of Defence unable to cope with a shrinking budget.

Mr Keith Speed, the former Conservative Navy Minister, said last night that the Government must increase resources, reduce naval commitments, or find itself in an "untenable" position. Mr Michael Mates, chairman of the defence committee, said the announcement was a cause of "some concern".

However Mr Michael Heseltine, the former Secretary of State for Defence, who increased the active fleet to 50 ships, indicated that he was content with the decision to keep ships longer, "if the military advice is that that is possible".

In its report last July, the defence committee said that failure to place three new orders a year would jeopardize the fleet's ability to meet its Nato and other commitments.

It spoke of "a steady decline in standards and morale".

Mr Speed said the existing Leander frigates had to be replaced by Type-23s as soon as practicable. Leanders required 100 extra men at a time of serious naval manpower shortages. They also lacked the latest equipment. "We have got to be in the first

league even when dealing with second league people like the Argentinians."

The Government appeared to accept the committee's strictures on manpower, saying that it was considering ways to retain more naval personnel. Factors such as less time ashore and greater uncertainty in postings have been blamed for accelerating resignations.

The defence committee noted that just one new vessel had been ordered in 1984, two in 1985 and three in 1986.

In its reply yesterday, the Government said leaders were being sought for four new Type-23 frigates to be ordered in 1988. It was committed to "a modern, well balanced and capable surface escort force of about 50 frigates and destroyers, but the number of frigates to be ordered in any one year will continue to depend on the resources available as well as on other factors such as hull life".

Government Response to the Fourth Report from the Defence Select Committee Session 1986-87: Implementing the Lessons of the Falklands Campaign (Stationery Office, £2.60).

● The Royal Navy is selecting recruits for the first Trident missile submarine, HMS Vanguard, it was disclosed yesterday (Our Defence Correspondent writes).

Although she is not due in service until about 1994, Vanguard will be commissioned in 1992 and many of the technical personnel must be assigned by 1990.

According to senior naval sources at Faslane on the Clyde, the submarine base being redeveloped under a £550 million building programme to take Trident, 208 people have been selected.



Daniel Barenboim (right) and fellow mourners after the funeral (Photograph: Alan Walker)

A silent farewell to cellist

By Brian James

The gifted cellist Jacqueline du Pré was buried yesterday without the sounds that had filled her life. There was no organ, no solemn fanfare, and no voices were raised in hymn.

The music was present only in the minds of the many distinguished concert virtuosos and the memories of the hundred or so friends and admirers who filled the small and austere hall of the Jewish Cemetery at Golders Green.

The mourners were led by her husband, the pianist Daniel Barenboim and by Finkas Zuckerman with whom she

had completed a famous chamber music trio in the 1960s, before the onset of her crippling illness. Also present were Mstislav Rostropovich, Zubin Mehta and Itzhak Perlman.

Perlman, whose own career has been restricted by illness, appeared particularly moved by the words of Rabbi Albert Friedlander, of Westminster Synagogue, referring to Jacqueline du Pré's "famous rejection of bitterness" when she had declared: "I was so fortunate to have achieved everything while I was young. I have recorded the full repertoire. I have no regrets."

He spoke also of her "precious giggle, bringing comfort to many who came to comfort her", and quoted the lines of O'Shaughnessy: "We are the dreamers of dreams". Her music, he concluded, "continues in us".

Long after the simple rites at the graveside, and those who were great in music and those who were merely grateful had departed, Daniel Barenboim walked alone to say his farewells. "Was life good to Jacqueline du Pré?" Rabbi Hugo Gryn had pondered, "Or was Jacqueline du Pré good for life?"

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New group to counter crime

By Ian Smith

A new national organization will be set up early next year to supervise community crime prevention groups, Mr Douglas Hurd, Home Secretary, announced yesterday.

The government-backed group will aim to encourage the public to accept greater responsibility in preventing neighbourhood crime, allowing police to concentrate on habitual criminals.

Mr Hurd described the new organization when he visited Kirby, Merseyside, to open the first of five national crime prevention roadshows which are intended to enlist the support of local councils, industrialists, commerce and voluntary organizations.

In a separate announcement, Mr Hurd said a new single custodial sentence for all young offenders under 21

was to be introduced (Our Legal Affairs Correspondent writes).

The new sentence will replace the present powers of courts to sentence to youth custody or a detention centre. ● Mr James Anderson, chief constable of Greater Manchester, yesterday claimed that routine daily policing in parts of his area was becoming impossible.

Met Office inquiry

Professor's prediction beat the forecasters

One of the two professors appointed to oversee the Meteorological Office's inquiry into its failure to forecast last week's storm had predicted it himself.

Professor Robert Pearce, head of the meteorology department at Reading University, realized trouble was brewing at midnight last Thursday, his wife, Patricia, said yesterday.

"He thought that it would be a windy, stormy night. We have a barograph in the study and he said the pressure was right down at the bottom, almost the lowest he had ever seen it."

When the storm passed over their home in Camberley, Surrey, it knocked down eight trees, including silver birches, an ancient oak and a prized sweet chestnut.

Professor Pearce's partner in overseeing the inquiry, Professor Sir Peter Swinerton-Dyer, chairman of the

University Grants Committee, also suffered. His home village of Thraplow in Cambridgeshire lost 70 trees and he was without electricity for 36 hours.

The two men will get down to business today with a meeting at the Meteorological Office headquarters in Bracknell, Berkshire with Mr John Houghton, its director-general.

Mr George Younger, Secretary of State for Defence, has asked two professors to make an independent assessment of the Office's own internal inquiry into its failure to forecast the storm.

● Farmers and landowners yesterday welcomed the Government's announcement of special measures to encourage tree planting in areas damaged by the storms (Our Agricultural Correspondent writes).

The Countryside Commission also expressed its appreciation of ministers' prompt

The Historic Buildings and Monuments Commission (English Heritage) announced yesterday that it would offer grants to owners of historic buildings, including gardens, damaged by the storms.

Mr Richard Butt, head of the Commission's conservation group, promised to deal flexibly and promptly with applications and, as a departure from normal practice, the Commission would assist with the cost of temporary work to safeguard historic fabrics.

action and said it would begin co-ordinating action by other public agencies, local authorities and voluntary bodies with experience of amenity tree planting.

Mr Adrian Phillips, the commission's director, said: "There can be no quick and easy answers to a catastrophe of this magnitude. But action can start now."

The Commission was also having urgent talks with the Countryside Commission and other bodies about the feasibility of providing assistance for the cost of clearing and replanting outstanding historic gardens.

Among English Heritage's own properties, thousands of trees were lost at Osborne House on the Isle of Wight, Dover Castle, Battle Abbey in Sussex, Kenwood in north London and Chiswick House in west London.

Lord Montagu of Beaulieu, chairman, producing the annual report yesterday, said its priority would be to help the regeneration of run-down and neglected historic towns, including the inner cities.

Lord Montagu said the Commission, which spent nearly £100 million in the past three years, was increasing grants to local authorities for environmental work from 12½ to 25 per cent.

For new conifer belts the rate would be 30 per cent.

● The European Community yesterday promised disaster aid to Britain and other EEC countries ravaged by the storms. Britain's share was unofficially put at £210,000, and Spain, Portugal and France are expected to share £420,000.

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Parties at odds over committee chairmen

By Martin Fletcher, Political Reporter

The Government and the Labour Party are heading for a fresh dispute which may mean further delays setting up the 14 select committees responsible for scrutinizing the work of Whitehall departments.

Labour whips insist that their party is entitled to the chairmanships of a further two committees after its improved performance in the general election, while the Conservatives are determined to surrender none.

A committee chairman has little formal power, although he exerts a strong influence over the style and direction of his committee and is a powerful backbench figure. At present the Government holds nine of the committee chairmanships, including all but one of the most critical ones, to Labour's five.

Mr Derek Foster, the Labour chief whip, said last night: "I don't see how the status quo can be right when we have an extra 20 MPs and the Government has 20 fewer". He said he wanted two further committee chairmanships and indicated that he would block the formation of any committee until he got his way.

However, government sources argue that the chairmanships have to be divided to reflect as closely as possible each party's representation in the Commons. By these calculations the Conservatives, with 375 of the 650 seats, claim they are entitled to 9.06 chairmanships and Labour, with 229 seats, to 4.93.

Hopes of re-establishing the committees promptly are also threatened by another dispute, in which Labour insists on putting a CND member on the defence select committee. Mr Neil Kinnock yesterday insisted that Labour would provide effective Commons opposition although its own policies had not been agreed in detail.

He said it was "utterly incredible" to suggest that within months of a general election the Opposition should have "a full arsenal of alternatives to hurl at the Government".

Drug firm link at university

By Pearce Wright, Science Editor

A new type of venture aimed at covering discoveries of academic research into commercial products has been agreed between University College, London, and the Upjohn pharmaceutical company. They are to be partners in a novel enterprise called a European Discovery Centre.

It will be based at University College with the purpose of translating the results of basic research into potential new drugs, particularly new preparations for treating illnesses of the nervous system.

Another academic partner in the agreement is the Centre Paul Broca de l'Inserm, in Paris. The work will be directed by Professor Robin Gellman, professor of medicinal chemistry at University College.

The new enterprise is one of 10 European Discovery Centres which Upjohn intends to support at a total cost of £5.5 million a year.

The university will provide the laboratory facilities. The firm will provide the expenses and running costs for teams of up to twenty people. It will receive exclusive worldwide licences to new technology through the research agreements, but that would include royalty payments.

The centres will operate independently of Upjohn's research activities in the company. They will concentrate on diseases of the central nervous system, cardiovascular complaints, thrombosis, infectious diseases, cancer, and such illnesses as arthritis, asthma and diabetes.

Dr Roy Hudson, head of Upjohn's pharmaceutical research and development in Europe, said the company returned more than 14 per cent of its sales revenue into research and development.

COMPANY NOTICE'S

FORTUNA HOLDING COMPANY PLC

PAYMENT OF FINAL DIVIDEND

Notice is hereby given that a final dividend for the year ended 31 December 1986 of US\$2.00 per share has been declared payable on the "A" ordinary shares of US\$10 each, and US\$0.20 per "B" ordinary share of US\$1 each to shareholders such on the register of shareholders on 31 December 1986.

The dividend is payable in Geneva on and after 3rd November 1987, and holders of share warrants to bearer should lodge coupon No.7 for payment at "Banque Union Pour L'Orient Arabe" (Banorient), 2 Rue Du Marche, CH-1211 Geneva 3.

BY ORDER OF THE BOARD
ADNAN MATAR
SECRETARY

22 OCTOBER 1987

Ford to build new £25,000 luxury sports car

By Daniel Ward, Motor Industry Correspondent

Ford is to establish a new factory in Britain to build a £25,000 sports car.

Yesterday the company confirmed the purchase for £1.3 million of a majority shareholding in AC Cars of Byfleet, Surrey.

Mr Brian Angles, managing director of AC Cars, which employs 70 people, said: "We need in this day and age to have the backing of a major car maker."

He said that without the decision by Ford to take over the manufacture and sales of AC's two-seater Ace sports car, development on the vehicle would have continued, but with difficulty.

Ford executives declined to comment on the location of the new small factory for the AC or when the car will go into production.

It will be a specialist car sold as an AC, not with a Ford badge, to less than 2,000 customers world-wide each year. In September Ford took control of Aston Martin in an effort to develop a more up-market image.

Mr Derek Barron, chairman of Ford of Britain, confirmed at the opening of Motorfair at Earls Court, west London, that the company's British research and development centre at Danton, Essex, has been given overall responsibility to design future Sierra-size cars for Ford world-wide.

Danton, which employs 3,500 engineers and researchers, is the biggest automotive development centre in Europe. Mr Barron said plans to invest £1,460 million by 1991 have been revised and Ford will now spend £1,660 million in

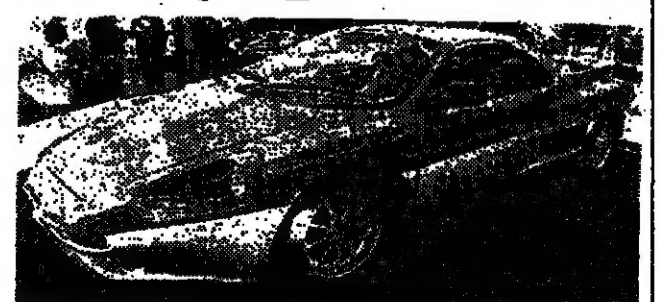
Britain over the next five years.

Some 600 additional workers have been recruited at Dagenham, 200 at Halewood and 100 at Ford's Southampton plant. The increase in employment comes at a time when Ford is set to sell a record number of cars in Britain this year.

Next year Dagenham will start production of a new two-litre advanced car engine to be supplied to Ford's main European assembly plants.

More than £60 million has been invested in new machinery at Halewood to produce a new gearbox.

As Britain's currency position makes it more attractive to manufacture in this country, Mr Barron said: "We are actively encouraging our Continental suppliers to set up



A Panther Solo 2 on display at Motorfair in Earls Court

operations here in Britain and provided that the quality and reliability is maintained there is more business for the UK components industry available from Ford."

Last month it was announced that a German castings supplier was to take over Austin Rover's foundries at Tipton and Leeds.

● Jaguar announced its biggest-ever fleet order, to supply

Hertz with 80 XJ6 cars worth more than £2 million. By 1988 Hertz will have switched all its luxury car orders from German manufacturers to Jaguar.

Austin Rover announced that it will buy more than 7,500 cars, worth £50 million, over the next two years. Swan National is to spend £28 million over the next two years purchasing 4,000 Austin Rover models.

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Doctor wins right to challenge advertising curbs

By Frances Gibb, Legal Affairs Correspondent

A doctor was given permission by a High Court judge yesterday to challenge advertising restrictions which bar him from telling people about the kind of medicine he practices.

Dr Richard Colman, who says the health of the man and woman in the street is an open market, won leave to bring



Dr Colman, who claims support from other doctors.

judicial review proceedings of the General Medical Council's advertising guidelines.

He said afterwards: "There is a trade in health and I do not see why I should be stopped from advertising just because I am a qualified doctor. I have a message and I should be able to sing it."

The doctor, aged 38, from Bransdale, Farnham, North Yorkshire, who is backed by the Medical Defence Union, practices holistic, self-help, medicine. But he is barred from informing the public of his services.

Yesterday his solicitor, Mr Stephen Grosz, of Bindmans, said: "This is an important decision because the medical profession is one of the last to prevent its members from bringing the range and nature of their services to the attention of the public."

If Dr Colman is successful when his case comes up for full hearing in the spring, it would lead to a relaxation of the advertising rules by the GMC, which is already under pressure to do so from the Government and Office of Fair Trading, he said.

His counsel, Mr Nigel Fleming, told Mr Justice Stephen Brown yesterday that private clinics were allowed to advertise.

If Dr Colman and a few

others banded together and set up a private clinic, he could do all the things he wanted to.

But at present he can put advertisements only in public libraries, which was the equivalent of hiding the information away.

The GMC guidelines set out in a reply to Dr Colman in March this year were a restraint of trade and freedom to impart information, he said.

Dr Colman said later he had a lot of support from other doctors. "I want to let the public know I am there, and if I win it will ultimately be of help to the public and the profession."

Doctors yesterday condemned the Government for being slow in reacting to Britain's "appalling" death rate from heart disease and cancer.

The Royal College of Physicians' faculty of community medicine called on the Government to ban tobacco advertising, to set up no smoking zones in public places and to introduce food labels indicating fat content.

Dr Rosemary Rue, president of the faculty, said such a ban, coupled with a rise in the price of cigarettes, would have a major effect on the death rate from heart disease and cancer.

Outburst by abuse case boy

By Mark Ellis

A boy of 10 swore at three alleged sex molesters after spending more than an hour describing abuses he claimed he suffered to a jury at the Central Criminal Court yesterday.

He shouted from behind a wooden screen erected to prevent him from seeing the accused, one of whom is his stepfather.

After cross-examination, the boy, clutching a microphone, said he wanted to see the accused go to prison.

Later a girl aged eight, daughter of one of the men, with a white bow in her hair and wearing knee length white socks, sat behind the same screen nervously smiling and swinging her legs. Judge Pigot, the Common Sergeant of London, and the jury saw drawings by the girl portraying her alleged abuses.

The boy said he had been too scared to tell anyone what happened at home with his stepfather and in a garage with two other men.

He said he and his brother were subjected to various abuses and watched each other being assaulted by the men more than a year ago.

The abuses are alleged to have occurred in the bathroom and a bedroom at the boys' home. He told the court he had asked his father to leave him alone, which he did for a short time.

Asked by Mr Andrew Campbell, representing the stepfather, if he was angry

about the incident, he replied: "Yes, because he is gay."

The boy said he wanted to see the men "go down" because "it was wrong to do it to us".

Before the outburst, Judge Pigot said: "Try and forget it now." Then the boy was led out of court by a social worker.

The accused deny various charges alleging child abuse against five children, three girls and two boys, aged between eight and 13. The charges include unlawful sexual intercourse and indecent assault.

A screen was erected in

More legal history was made in a child sexual abuse case yesterday when a video tape of a hospital interview with two children said to have been abused by their father and grandfather was used as evidence.

The tape was stopped whenever defence counsel wanted to cross-examine a girl aged 14, over differences between the tape and the evidence she had given in the witness box.

The girl gave her evidence and watched the video tape behind a flowered screen in the courtroom.

The decision to allow the video tape to be used was made by Judge Waley, QC, at Maidstone Crown Court, at the request of Mr Rex Bryan, for the defence of the grandfather.

Mr Bryan said there were 18 points he wished to raise

court to prevent the children from feeling frightened or intimidated by the accused in the dock, but on Tuesday, when the screen's use made legal history, the boy's two sisters, aged 13 and 11, wept during the ordeal of giving evidence.

Det Constable Andrew Davidson said one of the accused told him he had performed a homosexual act with another of the defendants and knew the same man was having sexual relations with his wife and that his daughter had "binned" at being abused by him.

The case continues today.

about what the girl had said on tape during a talk with a doctor and a social worker at the Hospital for Sick Children in Great Ormond Street, central London.

The girl herself told the court she would not answer questions on the video tape unless she could watch it.

The grandfather has pleaded not guilty to charges including incest, attempted rape and an attempted indecent act.

The father denies indecency with his son, daughter and one of her friends.

Mr Keith Shippson, for the prosecution, told the jury: "This is a sordid catalogue of abuse of two children over a period of several years."

The charges were specimen charges, he added.

The trial continues today.

Scientists peer into a crystal ball



Dr David Hughes with the Powderham Crystal Sphere, an eighteenth century astronomical aid (Photograph: John Rogers).

A 200-year-old diamond-encrusted crystal ball, which is a scientific instrument as well as an exquisite and valuable work of art, was put on public display for the first time yesterday (Our Science Editor writes).

The Powderham Crystal Sphere, said to be worth £225,000, shows more than 400 stars, the Tropics of Cancer and Capricorn, the Equator, the ecliptic and the Arctic and Antarctic circle.

Inside the 15-inch crystal ball is a globe depicting the continents and oceans which revolves on its own axis within the celestial sphere.

Dr David Hughes, of Sheffield University, who is a member of the council of the

Royal Astronomical Society, said: "This most beautiful instrument is a remarkable example of the sophisticated teaching devices which were commissioned and sought after by royalty and nobility during the eighteenth century."

The inventor of this type of instrument was Roger Long, a Cambridge academic. There are believed to be only two other comparable surviving eighteenth century examples, although many were made, for use in demonstrations and lectures.

The Powderham Sphere is remarkable because it is a combination of the work of three master craftsmen - an engraver, an instrument maker and a globe maker - who were normally fiercely independent and jealous of their work.

The crystal itself is signed by John Cowley, an engraver and Geographer-in-Ordinary to King George II. The mounting for the sphere, which consists of a brass, gilded stand with a circular wooden base and a magnetic compass at the centre, has the signature of Thomas Heath, a master instrument maker.

The third name, Nathaniel Hill, is on the Earth globe.

The crystal sphere was bought in 1750 by Sir William Courtenay and remained with the family at Powderham Castle in Devon, until it was acquired earlier this year by Trevor Philip and Sons, the specialist dealers in scientific instruments of St James's, London.

Praise for Stoppards' 'brave' son

By Andrew Morgan

A judge at the Central Criminal Court yesterday made a £25 award to the son of Mr Tom Stoppard, the playwright, and Dr Miriam Stoppard for resisting three school bullies.

Judge Argyll gave the award out of public funds to Barnaby Stoppard, aged 16, and said he showed "considerable courage and resource" in his stand.

The defendant, John Freeman, aged 17, was given an absolute discharge.

The judge had earlier agreed to a defence counsel request to give Freeman a chance and not impose a custodial sentence. He has returned to live in Kingston, Jamaica, with his uncle.

The judge criticized earlier reports of the case in some newspapers which suggested that his offer to the youth, formerly of Earls Court, west London, to go to Jamaica was racist.

He said his remarks had been misrepresented, with some reports misquoting him "as if I had made a deportation order".

The court was told that Freeman, who had previous convictions for theft, receiving stolen goods and burglary, agreed to the judge's offer.

At an earlier hearing, Freeman and two other youths, who were both fined, admitted assaulting Barnaby Stoppard at Milestone School, South Kensington, west London.

They were said to have been involved in a systematic course of bullying, threats and demands for money.

Auctioneers defy the slide

By Sarah Jane Checkland Art Market Correspondent

There was much mutual exchange of reassurances between auctioneers and dealers at the British Antique Dealers' Association biennial banquet in London on Tuesday night.

They promised to stand firm against the EEC's proposed VAT laws and agreed that, if the art market starts following the erratic behaviour of the stock market, it would stand firm, like Horatius at the bridge, maintaining the market by continuing to buy and sell its goods.

But, as it turned out, the auction rooms needed no such heroic gestures. Even as the market progressed, Sotheby's New York was achieving a record total for a sale of jewellery in that city: £15.9 million. And, throughout yesterday, prices continued to soar.

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The judge criticized earlier reports of the case in some newspapers which suggested that his offer to the youth, formerly of Earls Court, west London, to go to Jamaica was racist.

SALEROOM

In London, wearables of a functional, but less pleasant nature sold well at an arms and armour sale at Christie's South Kensington. Only 4 per cent was unsold.

The dealer, Bashir Mohamed, paid £82,500 (including buyer's premium) for an early sixteenth century Mamlik suit of armour, and a grotesque helmet, replete with knobly nose and incised eyelashes, sold for £33,000. Produced in the Innsbruck Court workshop in the sixteenth century, it had been on loan at the Tower of London for 16 years.

Sotheby's London achieved the outstanding price of £78,100 (including buyer's premium) at a stamp sale for a

set of 1910 King George and Queen Mary die proofs.

It was described in the catalogue as "the largest stamp collection both in terms of lots and value of a single issue of the King George V ever to appear at auction"; but to all but the most serious stamp collector, the goods on offer seemed to be distinguished mainly by their unending repetition. The day's total of £261,433 was a good start to this three day sale.

Also in London, Sotheby's lesser Impressionist and modern paintings achieved a total of £1.6 million, top prices including that of £37,200 for a boat scene by Tsuguharu Foujita, the Parisian-based expatriate Japanese now in vogue. An erotic drawing by Andre Masson, similar to those in the recent Hayward Gallery exhibition, sold for the same price.

Portfolio - Gold -

Win helps with gale damage

The only winner of the £4,000 prize in The Times Portfolio Gold is Mrs Beryl Masters-Thomas, who lives with her retired husband in Pinner, north-west London.

Mrs Masters-Thomas, aged 56, works as a secretary. She has been reading The Times for several years and has frequently played Portfolio Gold.

It is the first time, she says, that she has won "anything at all".

Mrs Masters-Thomas is particularly thrilled because the win means she will be able to repair her garage roof, which was destroyed by last Friday's storm.

Any remaining money will be invested. Mrs Masters-Thomas already has shares in Rolls-Royce, British Telecom and British Gas. She would like to reinvest in these companies, but says that she is not interested in British Petroleum.

She would also like to treat her husband to a holiday weekend.

Portfolio Gold cards can be obtained by sending a stamped, addressed envelope to:

Portfolio Gold,
The Times,
PO Box 40,
Blackburn, BB1 6AJ.

Karpov takes first time-out

Anatoly Karpov, the chess world championship challenger, yesterday took the first of his three available time-outs, automatically postponing the fifth game of the championship until tomorrow.

Gary Kasparov, the defending champion, administered a severe defeat to Karpov in game four, which Karpov resigned without further play on Tuesday. The score is now two points each with 20 games left to play.

Maria Aitken sent for trial

Maria Aitken, the actress, was yesterday committed on bail for trial at Southwark Crown Court, accused of illegally importing cocaine.

Miss Aitken, of Kennington, south-east London, asked at Horseferry Road Magistrates' Court, south London, to be tried by a judge and jury. The trial date is to be fixed.

Sailor missing

One person is missing and another was rescued by helicopter after a yacht capsized in Langstone Harbour, near Portsmouth, yesterday.

Shotgun death

Mr Lawrence Benwell, aged 43, of Parkstone, Dorset, killed himself in a van with a sawn-off shotgun yesterday after a five-hour siege which began when police received reports of a domestic incident.

Police doubt on child cases

By Peter Davenport

A senior detective told the Cleveland child abuse inquiry yesterday of the growing disquiet of police about the number of cases of alleged abuse they were being asked by consultant paediatricians to investigate.

Det Supt John White said officers had complained that photographs of the children they were being asked by Dr Marietta Higgs to take were of no evidential value and were causing distress to the children and embarrassment to the officers. There was no sign of injury to the children.

Supt White said most cases

referred to the police appeared to be based solely on a diagnostic technique he regarded as controversial.

The common factors in the cases which caused disquiet among detectives were that there had been no complaint of sexual interference by the children; that the diagnoses were often made after children had gone to hospital for other matters; when questioned by police they did not complain of abuse; and the parents disputed the diagnoses and vehemently denied they were responsible.

Experienced police investigators also shared a "gut feeling" that those parents

were genuine in their denial, Supt White said.

He told the Middlesbrough hearing of an occasion when the social services department showed him a video recording featuring a psychologist and a social worker putting questions to two children alleged to have been sexually abused. He had not heard either child make a direct allegation of abuse.

Supt White spoke of concern among police officers about new investigating techniques, such as the use of anatomically correct dolls and video disclosures, being used by social workers.

The inquiry was adjourned until today.

Homosexuality debate threatens to split synod

By Clifford Longley Religious Affairs Correspondent

An attempt to force the Church of England into the strict application of traditional sexual morality is to be made at the General Synod next month. It faces a serious division in its ranks, particularly over its treatment of homosexual clergy.

It will be one of two separate debates. The other is on Aids.

With strong backing from Conservative evangelicals and traditionalist Anglo-Catholics, the synod will be asked to support the proposition that "fornication, adultery and homosexual acts are sinful in all circumstances."

The mover of the resolution, the Rev Anthony Higon, of Chelmsford diocese, said yesterday that if it was carried, homosexual clergy who were sexually active should resign. At the last resort disciplinary action should be taken against those who did not.

The Lesbian and Gay Christian Movement, which claims

The prospect of further arson attacks on some of London's oldest and most beautiful churches brought a warning to the clergy yesterday to tighten security.

Those responsible for all of the 41 churches in Westminster have been advised to be "extremely vigilant" and to lock their doors if necessary after fires at St Peter's, Eaton Square, and St Matthew's, Westminster.

Arson has already been proved at St Matthew's and police fire investigators are

to represent hundreds of homosexual clergy, said it would amount to a witch-hunt.

On the previous day, November 10, the synod will debate a report on Aids from its Board for Social Responsibility, which urges the church "to repent of inactivity and of rigid moralism."

Mr Higon said he suspected that the juxtaposition of the two resolutions was intended as a "spoiling" operation. But the Secretary General of the General Synod, Mr Derek Pattinson, said there was no reason why the

sifting through the wreckage at St Peter's, where damage is put at more than £1 million. The fire destroyed the largest parish organ in London and irreparable altar cloths.

The Ven Derek Hayward, the Church of England Diocesan Secretary for London, said all central London churches were at risk.

"Clergy must be very vigilant. We cannot force people to lock the doors of their churches and some will say that they will trust in the Lord to look after their buildings."

synod should not give full attention to Mr Higon's motion.

The deep divisions in the Church of England on sexual morality have lain dormant since a set-piece debate in the General Synod in 1981 was brought to a premature and inconclusive end. Resolutions supportive of and condemning homosexuality were not put to the vote.

Since then there has been a bitter division between those who felt active homosexuality was always immoral, and those who would accept it provided it was "chaste", that is to say, conducted within a

between a man and a woman within marriage; and that "Christian leaders are called to be exemplary in all spheres of morality, including sexual morality, as a condition of being appointed to or remaining in office."

The main opposition is likely to come from the Bishop of Gloucester, the Right Rev John Yates, chairman of the Board for Social Responsibility. He chaired the 1981 working party whose report led to the controversy.

It had put forward the view that homosexual acts did not necessarily have to be condemned in all circumstances, while opposing homosexual promiscuity.

Present canon law allows for the removal from office of a clergyman who is convicted, on a complaint laid by his bishop, of immoral behaviour, which is not defined. Some ecclesiastical lawyers believe the passing of Mr Higon's motion would influence the outcome of such a case.

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PARLIAMENT

Ridley spells out storm-damage help

Local authorities most badly affected by damage in last week's storm will be expected to find an average of slightly less than 0.5 per cent of grant-related expenditure from their existing budgets to deal with the immediate consequences.

That was announced in the Commons by Mr Nicholas Ridley, Secretary of State for the Environment, when he disclosed details of the Government's short-term assistance for emergency work after the storm.

The Government would meet 75 per cent of councils' costs over and above thresholds which would vary between different types of councils.

For county councils, Government cash help would come into effect once their immediate storm-related costs exceeded the equivalent of what they would raise by a penny on the rates. For shire districts, the trigger point would be 0.15p. In London, it would be based upon the amount that would be raised by another 1.15p on the rates — and would be divided between tiers according to GRE (grant-related expenditure) shares.

These extra amounts of money would be excluded from definitions of total spending, so the authorities should not end up losing rate support grant.

Replanting of trees in Royal Parks —

which was his direct responsibility — would go ahead as quickly as possible. Schemes to help local authorities and private owners with tree-planting would be extended so that the taxpayer would be able to contribute to the restoration of the nation's heritage of fine trees.

The Minister of Agriculture, Fisheries and Food (Mr John MacGregor) was urgently consulting the European Commission over getting grants increased to 60 per cent under the Agriculture Improvement Scheme for the storm-damaged shelter belts, hedges and traditional walls until the end of 1988-89.

The ministry would be providing special additional help to Kew Gardens and Wakehurst Place. There would be help, too, for tree clearing and planting in hard-hit rural communities.

Mr Jack Cunningham, chief Opposition spokesman on environmental matters, said that he welcomed much of what Mr Ridley had said. But he wanted to pose some finance-related questions.

The effect of the Government's measures would be that many authorities would have to find the equivalent of a penny rate from their budgets to deal with the aftermath of the storms. Why? This would mean, for example, that Kent County Council would have an immediate bill of £2 million.

Hampshire would have to find £2.3 million; West Sussex, £1.1 million; Brighton, £253,000; Reading, £275,000 and Hove, £151,000.

It was totally false to suggest that councils could easily meet the cost of the product of a penny rate in their current financial climate (Labour cheers).

Mr Ridley should be generous and exclude nothing from the calculations of local authorities' total costs as a result of this unprecedented storm damage. Why had the product of a penny rate not been excluded from the consequences of the penalties that most of the authorities were already facing? This would be an additional burden on ratepayers. Again, the Government should be more generous.

Much damage had not yet been properly assessed, let alone costed. Financial consequences and costs would go well beyond this and the next financial years. The Government should think about setting up, with local authorities, a joint working party to consider the full, long-term financial implications of the damage, because these could not possibly be quantified in the short term.

The Government should also take into account the position of individual families and pensioners on supplementary benefits who — even after insurance payouts —

simply would not be able to make good damage done to their property.

Mr Ridley replied that arrangements negotiated with local authorities in 1983 envisaged that they would have some responsibility, indeed a duty, to provide for emergencies of all sorts. Over and above a threshold, the Government would come to the rescue — and that was precisely what was happening. The Government was being more generous than the original arrangements stipulated.

It followed that such contingencies had already been budgeted for, so authorities would not lose out on grants. Mr Cunningham was right in saying that there was no means of estimating what the capital damage might be. But if there were knock-on effects in future years, these could be considered once the scale and damage was known.

People receiving benefit who were badly affected by the storms should get in touch with the Department of Health and Social Security, which already ran schemes to help them in such circumstances.

Sir Peter Horsford (Horsbarnham, C) asked for an assurance that where authorities received the 75 per cent aid from the Government there would be no claw back as under existing arrangements. Would there also be assistance for the thousands of

National Trust properties and beautiful gardens which had suffered?

Mr Ridley said that over and above the product of a 1p rate in shire counties and 0.15p rate in shire districts, which could be added together where appropriate, there would be no claw back of the local authorities share of that excess spending.

The Countryside Commission had discretion to aid National Trust properties and gardens and the English Heritage had said that they would be prepared to earmark special funds from their own resources for aid. Help could also come from the National Heritage Memorial Fund.

Mr Simon Hughes (Southwark and Bermondsey, L) said that local authorities were under financial restraints never envisaged in the Bevin formula.

Mr Ridley said that in effect all authorities were rate capped because once a rate had been fixed it was impossible to increase. All authorities, rate-capped or not, had a duty to make provision for emergencies.

Mr David Blunkett (Sheffield Brightside, Lab) said that the Government's absurd clawback system meant that authorities were being forced to pay money to the Exchequer instead of being able to use it to restore their environment.

Mr Ridley said that rate capped authorities could adjust their budgets the following year just as the state as those not-rate capped.

Sir David Price (Eastleigh, C) said that the electricity boards had incurred much extra expenditure through their efforts to restore normality to the system and they had a greater claim on the public purse than local authorities.

Mr Ridley said the electricity supply industry had decided to take on itself the costs incurred in restoring supplies.

Mr Tony Banks (Newham North West, Lab) said that many of the London labour authority direct labour forces had been out at the first sign of trouble, hours before the private labour forces were available.

Mr Ridley said he would not play politics with a national tragedy. He paid tribute to all who had played a part, without distinction.

Mr Terence Higgins (Worthing, C) asked whether private contractors could eventually have to pay an extra 40p for each £1 spent because of the withdrawal of grant?

Mr Ridley said that authorities which had made contingency plans would have taken into account the grant consequences of allowing that amount for contingencies to be in their budget, so there would be no forfeiture of grant.

UN 'should control the naval forces in Gulf'

The naval forces in and around the Gulf should be formed into a United Nations force, Mr Gerald Kaufman, chief Opposition spokesman on foreign and Commonwealth affairs, told the Commons.

Voicing his concern at the escalation of the war in the Gulf, he said that the Government should press for a mandatory arms embargo on both Iran and Iraq.

● A complete arms embargo must be imposed on both Iran and Iraq ●

Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, responding to a private notice question from Mr Kaufman, said that Britain's policy towards developments in the Gulf was unchanged. It was strictly impartial in the conflict between Iran and Iraq.

The Government deplored all attacks on shipping in the Gulf and it was determined to uphold the principle of freedom of navigation. It maintained a naval presence in the Gulf for that purpose.

Mr Kaufman said that if-for-warlike exchanges in the Gulf were inevitably escalating in scale and dimension with every new response from whatever quarter. As he had warned the House three months ago, such escalation had grave consequences for peace in the immediate area and for world peace.

Following the Government's belated decision, after prolonged pressure from the Opposition, to close down the Iranian arms procurement office in Victoria Street, it should now take the initiative in calling for a United Nations mandatory arms embargo on both sides in the Iran-Iraq war. The eight naval contingents in and around the Gulf should be coordinated under the auspices of the UN.

Sir Geoffrey said that Britain and the other five permanent members of the UN Security Council have made plain their commitment to a double-track policy: first, to strengthen the authority and power of the Secretary General in his efforts to promote a ceasefire and, second, being ready to support him with an arms embargo. The Government did not regard a UN naval force as realistic or attainable.

Mr Peter Temple-Morris (Leominster, C) said that if progress was to be made towards an arms embargo there must inevitably be greater involvement by the Soviet Union.

Sir Russell Johnston (Inverness, Nairn and Lochaber, L) said that the change of attitude towards international peace-keeping announced by the Soviet Union should enable concerted action, rather than unilateral action, to be taken in the Gulf.

Sir Geoffrey said that it was right to emphasize the importance of the participation of the Soviet Union and the United States. It was of the utmost importance that the Soviet Union should be ready to put its full weight behind an arms embargo.

Mr Jonathan Aitken (Thanet South, C) said that Britain's commitment in the Gulf was

long term. The Government should consider setting up a Gulf defence organization to carry out vital functions in the area.

Sir Geoffrey said that it was difficult to believe that the creation of a new organization was the most important issue. The Armilla patrol had been protecting British ships in the area for seven years.

Mr Dennis Healey (Leeds East, Lab) said that the war on international shipping in the Gulf had been started by Iraq, not Iran. The Government's ability to support UN efforts to bring the war to an end would be impaired if Britain continued to support the United States' clear partiality to Iraq.

Sir Geoffrey said that, along the lines foreseen in Resolution 598, demanded a response from Iran and Iraq accepted and would im-

● Britain remains strictly impartial in this regional conflict ●

plement 598 if the Iranians did so but Iran had neither accepted nor rejected it.

The UN recognized the need to maintain pressure for an arms embargo in relation to Iran primarily but not exclusively.

Mr Dennis Walters (Westbury, C) said that it would be very dangerous if the Soviet Union took a strong pro-Iranian position in the conflict.

Sir Geoffrey said that it was important for the two super-powers, together with the other permanent members of the Security Council, to be ready and

willing to talk and work together in support of a firm and effective joint policy.

One of the shortcomings of the UN has been the absence of a willingness of the five permanent members to work together. One of the modest prizes of the present situation had been the willingness of those five to work together.

Mr Richard Douglas (Dunfermline West, Lab) wanted an assurance that the rules of engagement for the Armilla patrol had been discussed with the United States.

Sir Geoffrey said that of course there had been practical co-operation and close contact between those operating in the area. The function of the Armilla patrol was to be non-provocative and de-escalatory.

Dr David Owen, leader of the SDP, asked how the United States could expect the Soviet Union to apply sanctions while refusing the Soviet offer of its minesweeping force and to repay its debts for UN peace-keeping forces, constructive steps that should have a positive response.

Sir Geoffrey: The British response to the Soviet offer to pay the contribution for peace-keeping is warmly welcomed, but is recognized as a belated recognition of what the Soviet Union should have been doing.

One reason for the suggestion for the establishment of a UN naval task force is one that I have indicated, which does not diminish the force of the point that the Americans are entitled to restrained and prudent action in self-defence. It is important for the Soviet Union to co-operate with the United States and other members in united action to bring the conflict to an end.



Sir Geoffrey Howe: The function of the Armilla patrol is to be non-provocative.

Benn in row on markets

The London Stock Market — even at its low point on Tuesday afternoon — was still above its level at the start of the year: scaremongering and rumour-mongering did more harm than looking at the reality. Mrs Lynda Chalker, Minister of State for Foreign and Commonwealth Affairs, said to Conservative cheers during questions.

She was criticising Mr Tony Benn (Chesham, Lab), who had referred to the situation in world markets, which, he said, revealed a "high lack of confidence" in Western economies.

He said that it was essential that Britain did not dismantle its remaining defences against the gambling that was going on in world markets by joining the European Monetary System.

Mr Chalker said that she found it completely impossible to follow Mr Benn's logic.

There was no doubt about the underlying strength of the United Kingdom economy. "The markets have greatly over-reacted. We have to wait for them to settle down. Certainly, they seem steadier in the last few hours."

Documents stay secret

The Government is refusing to release documents which, according to a Labour MP, reveal the involvement of the military unit in which President Waldheim of Austria was an officer during the Second World War in the interrogation of British prisoners.

During question time in the Commons, Mr Greville Janner (Leicester West, Lab) sought an assurance that the Government would co-operate with the inquiry that the Austrian Government had set up into the war-time activities of President Waldheim.

Mrs Lynda Chalker, Minister of State, Foreign and Commonwealth Office, replied that the documents would not be released. She added: "Where there is evidence — and I do not know if there are not allegations — then we will co-operate, whether it be with the Austrians or the United Nations War Crimes Commission."

Thatcher 'is belligerent'

With the superpowers on the point of signing an agreement banning intermediate nuclear weapons, Mr Tony Blair, a Labour MP, commented that nuclear disarmament had gone far enough made her look "belligerent, antiquated and pathetic", Mr George Robertson, a Labour spokesman on foreign affairs, said during questions.

Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, countered that it was Mr Robertson who was increasingly antiquated in his analysis, the style of his questions on this subject showed.

If the West were to make further progress on nuclear arms control, it was of the greatest importance to make headway on the subjects of conventional and chemical weapons as well.

Too many new laws

The volume of new laws and regulations being passed under Mrs Thatcher is double that put on the statute books under her predecessor, Sir James Callaghan, an Institute of Economic Affairs seminar was told yesterday (David Walker writes).

The institute, which is an exponent of free market principles, heard that between 1964 and 1986 the number of pages of public general Acts of Parliament amounted to 2,994 a year, compared with an annual average of 1,401 between 1977 and 1979. Dr Cenzo Velazquez, an economist, told the seminar that that symbolized a great growth in "red tape".

New peers

Lord Jay, formerly Mr Douglas Jay, a Labour President of the House of Lords from 1964 to 1967, said Lord Thomas of Gwydyr, formerly Mr Peter Thomas, Conservative Secretary of State for Wales from 1970 to 1974, was introduced.

Stance on S Africa defended

The Prime Minister's remarks about South Africa at the Commonwealth conference in Vancouver amounted to reckless insensitivity, Mr Donald Anderson, an Opposition spokesman on foreign and Commonwealth affairs, said during question time.

He asked Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, if he would defend before his European colleagues Mrs Thatcher's protection of the apartheid regime. Her behaviour, he said, had destroyed the stroke much of the patient bridge-building attempted by the Foreign Secretary.

He also sought confirmation that when ministers met Mr Oliver Tambo, leader of the African National Congress, they did so in their EEC and national capacities, contrary to what the Prime Minister has said in Vancouver.

Sir Geoffrey replied: The position of the Government in relation to South Africa, and the need for the removal of apartheid as quickly as possible, is not in doubt. I have no need to defend that in the European Community or anywhere else.

Walker denies accusation that his department is a shambles

The Labour charge that the Welsh Office had been a shambles was strongly denied by Mr Peter Walker, Secretary of State for Wales, after he had made a statement about the flooding and financial provision for dealing with it.

Mr Alan Williams, chief Opposition spokesman on Wales, said: "It is just as well that it is the local authorities, not the Welsh Office, which have been having to deal with the crisis."

In his statement, Mr Walker said that the Government had already made clear that local authorities, who bore the prime responsibility, would be assisted with extra aid.

"All their extra expenditure above a threshold level of 0.5 per cent of grant-related expenditure will attract special financial assistance at a rate of 75 per cent in accordance with the Belwin scheme, which was drawn up in 1983 in consultation with the local authority associations, including those representing Welsh local authorities."

"Extra expenditure above the threshold will be excluded from calculations of authorities' total

WALES



Mr Peter Walker: Officials had worked 24 hours-a-day.

expenditure, to ensure that they do not suffer a loss of grant as a result of the unforeseeable extra costs with which they are now faced."

Mr Williams said that only today was the Welsh Office clarifying the financial situation.

Councils had been making decisions involving spending by the minute, and had to do so in a vacuum. Councils had not known how much the Government would affect their liability for over-spending.

Although in the past there had been talk, in similar situations, of the Government meeting up to 75 per cent of the cost, councils had ended up having to meet two-thirds of the bill. That would be a penal cost to some authorities.

"Councils have been receiving conflicting advice — which is worse than no advice — from the Welsh Office. One local authority has been asked to send from the office its third version of advice on its threshold figure."

Mr Walker said that his officials had worked 24 hours a day and there had been appreciation from all over the country for the advice and guidance they had given.

"I deeply resent his allegation that there has been a shambles, particularly as the only case he cited was that of one local authority which queried what its threshold was."

Flooding had taken place at

the weekend and on Monday evening the scheme had been announced after consultation with local authorities.

Mr Keith Raffen (Delyn, C) said that one of the most practical problems resulting from the floods had been the lack of clarity about who was responsible for remedial action.

Mr Walker said that if examples were provided he would look into it.

Mr Nicholas Bennett (Fembridge, C) praised the efforts of amateur radio enthusiasts who had set up a radio link.

Mr Walker said that local radio experts had given considerable help to the police. He would look at the problem of how to cope with people not being able to make emergency calls when the telephone exchanges were put out of action.

Mr Donald Coleman (Neath, Lab) said that the problem was not only one of flooding but of mountain slippage caused by the heavy rainfall.

Mr Walker said that he could not give any assurances about payments in relation to mountain slippage but he would look into the matter immediately.

Sports measure

Sunday betting Bill planned

By Our Political Correspondent

A second Bill to legalize Sunday sport and allow betting on Sundays is to be introduced in Parliament next week only days before similar controversial proposals are examined by a committee in the House of Lords.

The further attempt to change the law is to be made in the House of Commons by Mr Nicholas Soames who will introduce the legislation after drawing number seven in the ballot for private members' Bills. The Bill is similar to one introduced in the House of Lords by Lord Wyatt, the chairman of the Tote.

But Mr Soames has taken into consideration objections raised during the second reading of Lord Wyatt's Bill in the House of Lords so that betting shops will only be open on those Sundays on which horse racing takes place.

He said: "At a time when people are seeking increased leisure opportunities the status quo of the law on Sunday sporting events is not only ridiculous but also indefensible. Millions of British people either go to, or watch on television, Sunday sporting events which are being held in open defiance of the spirit of the 1780 Sunday Observance Act."

The law was a mockery and discriminatory while being out of step with present day reality, said Mr Soames. He added that the Wimbledon Men's tennis final, the Litterwoods Cup final, one-day Sunday cricket league matches and the British Grand Prix were all held on a Sunday with some sports commentators the law by selling tickets in advance or having one free

Merger talks to be speeded up

By Richard Ford Political Correspondent

Merger talks between the Liberals and Social Democrats are to be more frequent and the meetings longer as the negotiating teams attempt to meet the deadline set for the finalization of the new party's constitution and structure.

The decision to hold weekly meetings reflects the complexity of negotiating a merger of the two parties which Mr David Steel, the Liberal leader, described yesterday as a "mammoth task".

He added that the deadline of December 5 was a "tall order".

Agreement has been reached at the talks that the policy of the new party will be formed through a policy committee comprising a delegation from the parliamentary party which will be separate from the executive.

Mr Steel said that no conclusion had been reached on the issue of the leader's veto, but he added that, while it was not necessary for all time, a leader's veto effectively existed in all parties.

Mr Steel said that he and the SDP leader, Mr Robert Maclennan, would produce a policy prospectus for the new party, but that "this is not going to be part of the negotiations. We are not going to have endless debates and negotiations around the table."

Labour pressure on the Speaker

The Speaker came under sustained pressure from Labour MPs during points of order over his decision to suspend the Palace of Westminster security pass of a research assistant employed by Mr Jeremy Corbyn (Islington North, Lab).

Mr Corbyn said that his assistant, Mr Ranan Bennett, had been cleared — in 1975 and 1978 — of charges against him. None was outstanding. Yet, now his employment prospects were seriously jeopardized. He did

Liberal spokesmen

| | |
|----------------------------|---------------------------------|
| David Alton | Northern Ireland |
| Paddy Ashdown | Education and Science |
| Alan Beith | Treasury |
| Makolai Bruce | Trade and Industry |
| Menzies Campbell | Arts, Broadcasting and Sport |
| Alexander Carlile | Home Office and Legal Affairs |
| Ronald Fearn | Health and Social Services |
| Gerald Howells | Agriculture |
| Simon Hughes | Environment |
| Sir Russell Johnston | Foreign and Commonwealth Office |
| Archie Kirkwood | Scotland |
| Richard Lacey | Wales |
| Mrs Kay Michie | Transport |
| Cyril Smith | Employment |
| Matthew Taylor | Energy |
| James Wallace (chief whip) | Defence |

Announcing a reshuffle of his parliamentary team, Mr Steel agreed that the merger of the two parties would be the "highest priority" for the Liberals in the initial months of this session of Parliament.

Mr Steel has switched his deputy, Mr Alan Beith, from the foreign affairs portfolio to the important job of Treasury spokesman. Mr Cyril Smith returns to employment and Sir Russell Johnston moves from the Scotland portfolio to foreign affairs.

The Speaker (Mr Bernard Weatherill) angered Labour MPs when he referred to the death at the House of Mr Airey Neave and other incidents there. But he added later that he was not making any allegations against anyone.

The House could legitimately resolve the matter through debate.

سبک از الامل

Whitehall to spend £10m each year on business courses

By Ronald Faux, Employment Affairs Correspondent

The Government is to promote entrepreneurial skills by granting up to £10 million a year to colleges and universities that offer graduate business training courses known as "enterprise plans".

As part of a national programme to bring industry and higher education closer together, the enterprise plans will give graduates a finishing course in business sense, and are likely to be seized upon by universities and colleges that have complained of severe cuts in their funding.

The Manpower Services Commission (soon to be renamed the Training Commission)

will provide funding for each higher education institution of up to £1 million, depending on the scale of that institution's enterprise plan. Funding will be spread over five years with contributions added from private industry and commerce.

A discussion paper by the MSC suggested that up to 100 universities and higher education colleges could eventually be interested in developing an enterprise plan. The funding would come from the commission's £3,000 million budget, provided there was a supporting commitment from industry and commerce.

The aim is to give graduates key management skills with project-based work in the real economy. Assessment will be made jointly by employers and the education institution.

The first enterprise plans are expected to be launched next year.

The MSC paper acknowledged that some institutions had already developed many close links with industry, not just with the larger organizations but also with small and medium-size firms, but none of the initiatives was comprehensive.

They all operated in isolation and students were often left ill-equipped for the world of work.

The new scheme will be a national programme, drawing all the individual initiatives together, allowing institutions to learn from each other.

The commission's document rejected the notion that enterprise skills and aptitudes were acquired through a series of "bolt-on" modules to courses. "Enterprising graduates emerge from an enterprising system of education. From this belief stems the expectation that institutions will need to concentrate more on staff development than on devising 'new items of curriculum'", the MSC declared.

Earlier this month, Mr Norman Fowler, Secretary of State for Employment, wrote to Sir Bryan Nicholson, chairman of the MSC, saying he would welcome an early start for the programme — although the Government could not offer extra funds for it.

Ice-cream farmer fights for his herd



A farmer who made award winning ice-cream to save his herd of Guernseys when EEC milk quotas were introduced has thousands of allies in his latest campaign. Mr Brian Moore has been ordered to stop selling his 20 flavours by Harrogate council, North Yorkshire, which says he has changed Master Farm

at Weeton into an ice-cream parlour and shop. Mr Moore told a public inquiry yesterday that his herd of 92 cows, each known by name, must be slaughtered unless he can continue to trade. A petition signed by 15,000 ice-cream lovers was produced at the hearing in Harrogate by his solicitor, Mr Peter Wilbraham. Mr Wilbraham said the farmer was forced to make ice-cream to survive. Many other British farmers faced the same problems because of the milk quotas. Mr Moore, he said, would be forced out of business if he could not sell his ice-cream to passers-by who bought two-thirds of his production.

'Cleaver gang had trial run in Dorset'

The managing director of a large DIY chain told the Fordingbridge murder trial yesterday that he and his wife were tied up and robbed in what was allegedly a practice run for the raid on the Cleaver family home in Hampshire.

Mr James Hodgkinson, of Poole, Dorset, said three masked men burst into his house carrying a sawn-off shotgun and an eight-inch knife.

He and his wife, Janet, were tied up with string as the raiders rifled pockets and drawers for cash and jewellery.

The three escaped with £47,000 and no one had ever been charged with the crime, he added. Yesterday, one of the three men accused of the Fordingbridge raid, George Daly, said one of his fellow accused, George Stephenson, had taken him and his brother, John Daly, to a property in Poole and had boasted how he had done a successful "tie-up".

George Daly, aged 25, of Deedmore Road, Coventry, said the Poole robbery was to have been the model for the raid on Burghate House, the home of the wealthy Cleaver family in Fordingbridge, Hampshire, in September last year.

In that robbery, four members of the family and a resident nurse were killed. One of the women victims was raped.

George Daly and Mr Stephenson, aged 36, of Elgar Road, Coventry, deny murder, rape and robbery. John Daly, aged 21, also of Deedmore Road, admits rape and robbery but denies murder.

The trial continues today.

Grammar school boys beat girls in A levels

By John Clare, Education Correspondent

The first national survey of grammar schools in England and Wales, published yesterday, shows that in 1986 their pupils passed an average of 6.5 O levels and 2.5 A levels.

At O level, girls did best in single-sex schools, passing an average of 6.8 subjects. Boys in single-sex schools passed an average of 6.6 subjects. Neither did as well in co-educational schools, where the average number of subjects passed was 5.9.

At A level, boys, with an average of 2.8 passes, did better than girls, with 2.6 passes. In co-educational schools, the average number of passes was 2.5.

About 60 per cent of the boys and 50 per cent of the girls went on to a university or polytechnic.

A total of 112 grammar schools in England and Wales took part in the survey, conducted by the King Edward VI Foundation in Birmingham. Forty-six of the schools admitted boys only, 43 girls only and 23 were co-educational. About one third are voluntary schools.

Each school has an average of 600 pupils, commonly selected at 11-plus by tests, verbal reasoning scores and primary school reports. Most schools are heavily over-subscribed.

Legal guide sets out pupils' rights

By Sarah Thompson, Education Reporter

A new guide to children's legal rights advises pupils to invoke the European Convention on Human Rights if a teacher bans CND badges, or if they are not allowed to hold political meetings in school.

The Education Rights Handbook, published today by the Children's Legal Centre, an information and advisory group based in London, sets out the ways children can legally turn the tables on their teachers — and parents.

The guide says the law has gradually increased its recognition of children's rights, adding: "It is time the education system reflected that view and gave students positive rights to involvement in decision making".

The book explains how pupils can appeal to the Secretary of State and cites a large number of regulations and Acts of Parliament which pupils can invoke if the classroom fluorescent lights make them feel sick; if they have to eat their sandwiches in the

playground or if Muslim girls are banned from wearing trousers.

Children who read the guide carefully will also discover that "there is nothing in education legislation to suggest that homework can be made compulsory" and that the last court case on the issue was in 1984 (the teacher lost).

Other nuisances which pupils are entitled to act upon include teachers who ask searching questions about their family life or who search everyone in the class after a spate of thefts; and schools that do not provide lockers.

"This is not to encourage indiscriminate complaining — people shouldn't complain unless they've got good reason to. But where they have got a good reason, they shouldn't be intimidated or put off because they don't know the correct way to go about it", the guide says.

Education Rights Handbook (20 Compton Terrace, London N1 2UN; £3.50).

Kidnapped dentist 'is still alive'

By John Cooney

The brother-in-law of Mr John O'Grady, a Dublin dentist kidnapped by four armed and masked gunmen, says he has not given up hope of seeing him again.

Mr Paul Darragh, the international show jumper, broke the family's week-long silence to say: "Where there is life there is hope, and I believe John is still alive".

Mr O'Grady, aged 38, was abducted by a gang who had meant instead to kidnap Paul's father, Dr Austin Darragh, the millionaire owner of a multinational experimental drugs centre.

Mr Darragh said his brother-in-law was "a very resilient character, highly intelligent and non-aggressive, who will stand up extremely well to pressure".

There has been no known follow-up by the gang to their initial demand for a £300,000 ransom for Mr O'Grady's release. A week-long search has given Irish police no clues, although they believe he is still in the Dublin area.

Graduate tells of bomb grief

By Stewart Tindler

The Ulster man accused of making IRA bombs told the Central Criminal Court yesterday how, as a boy, he had carried his injured father to an ambulance after an explosion at a public house.

Gilbert McNamee, aged 27, from Crossmaglen, Co Armagh, told the court he had seen the havoc created by bombs at first hand and he could not make them nor have anything to do with them.

Mr McNamee, a physics graduate, has pleaded not guilty to conspiracy to cause explosions between 1982 and 1984. He has been accused of making a radio-controlled bomb used to kill four soldiers at Hyde Park in 1982.

"I have nothing to do with bombs, nothing at all."

"I have seen numerous examples of people injured and killed in explosions. It was me and another man who carried my father to an ambulance when he was blown up."

The hearing continues.

Ice island goes adrift

By Robert Matthews, Technology Correspondent

An iceberg almost the size of Cyprus has broken away from Antarctica, according to the British Antarctic Survey.

The iceberg, which has come adrift from the Ross ice shelf, is about 99 miles long, 29 miles wide and up to 300 yards thick.

However, it is unlikely to prove a danger to shipping while it slowly melts. Dr Chris Sear, of the Cambridge-based survey, said: "Icebergs like this are so big that people know where they are."

He said that the huge berg,

forced off the continent by the pressure of fresh ice behind it, is one of about 13 being watched by scientists.

The size of icebergs makes them of considerable climatic importance. The energy locked up in the huge iceberg, which is estimated to weigh more than 100 thousand million tonnes, is equivalent to the total annual energy output of 30,000 nuclear power stations.

The icebergs reduce the difference in temperature between the poles and the tropics, and alter water levels.

'Doctors' duty to seek kidney donors'

By Kerry Gill

Legislation should be introduced in Britain requiring doctors to ask relatives of brain-dead patients to allow the donation of kidneys, Dr Brian Junor, a consultant nephrologist at the Western Infirmary, Glasgow, said yesterday.

There was considerable concern over the growing waiting lists for kidneys, he said. In

Glasgow alone more than 200 patients were on dialysis awaiting a transplant. The hospital carries out about 70 transplants a year.

The main reason for the shortage of kidney donors, Dr Junor said, was the lack of notification by doctors of people who had become brain-dead and who could be potential donors. Understandably, many doctors forgot to ask

relatives about the possibility of retrieving kidneys when ventilators were about to be switched off.

Legislation in the United States had made it mandatory for doctors to ask relatives of brain-dead patients for kidney donations, although approval for such an operation was left to those relatives. Similar legislation should be introduced in Britain. In the US,

under the newly-introduced "required request" federal law, doctors were not allowed to switch off ventilators without asking relatives about donations. That legislation, first introduced in California early in 1986, had a marked effect on the number of kidneys made available, Dr Junor said. "We find that when the question is asked of relatives they are quite agreeable."

Hospitals obviously work to the very highest standards of efficiency and cleanliness. The same criteria are also applied when it comes to installing heating plants. This has led to the use of coal to heat some 200 hospitals in England and Wales.

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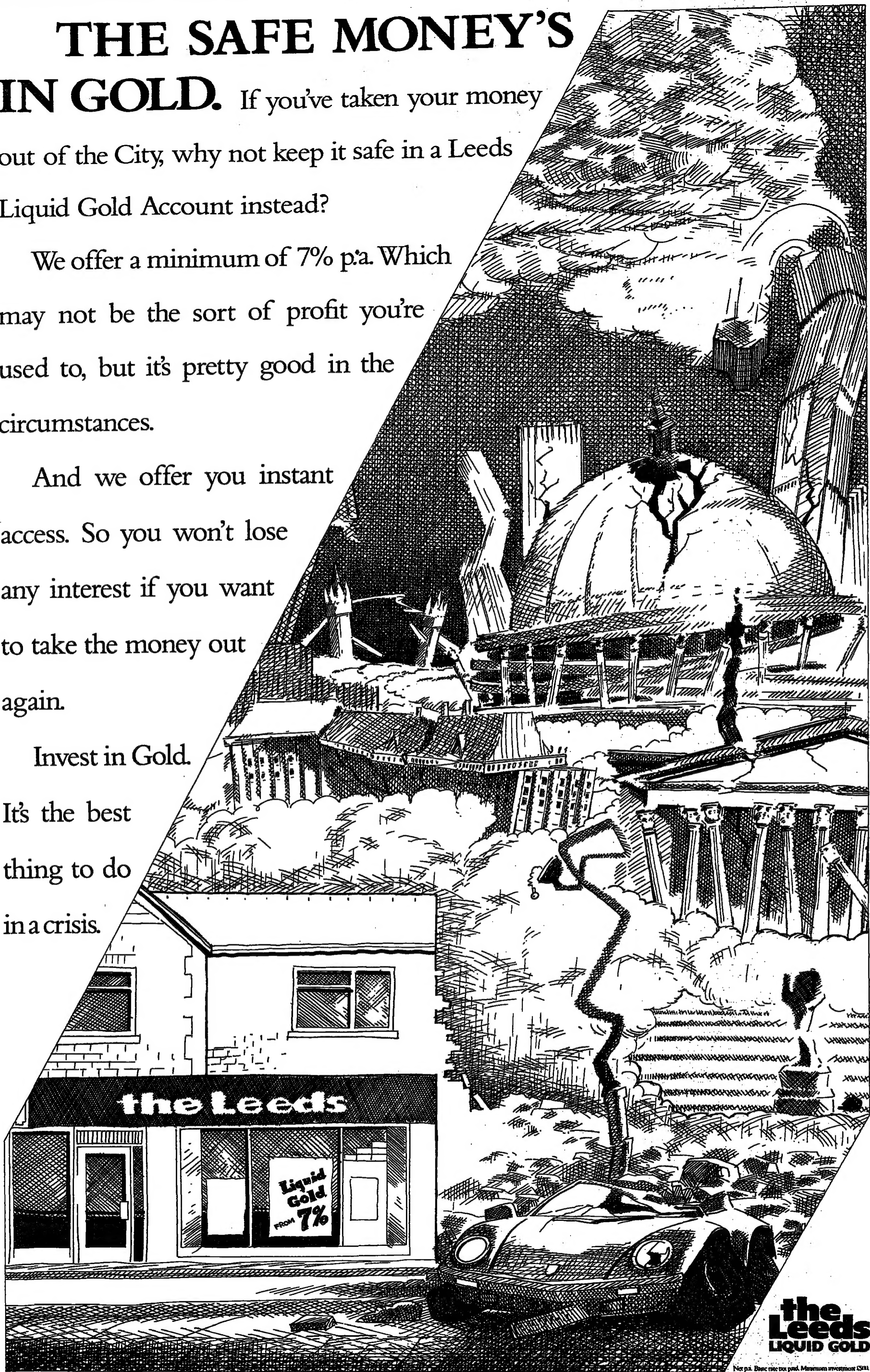
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WORLD SUMMARY

Union rift splits Spain's Socialists

Madrid — In the most serious split in the Spanish Socialist Party since it came to power in 1982, the Secretary-General Nicolás Redondo, and the union's organizational secretary, Señor Anton Saracibar, renounced their seats in Parliament rather than support government policy on pensions and civil servants' wages (Harry Debelius writes).

The crisis was precipitated by the Government's refusal to accept changes in the national budget proposed by the UGT. The union's leaders were especially annoyed because they claimed the Government negotiated an agreement in the issue with them earlier this month, but then backed out of the arrangement. There seems little chance of the split being healed because the UGT and the Communist-led Workers' Commissions, the country's two most powerful trade unions, immediately joined forces to oppose the Government. They have revealed a joint plan to organize a series of demonstrations to protest against "the Government's anti-social policies".

Broadcast Hawke's delayed republic

Managua — A legal technicality has delayed the resumption of news broadcasting on the church-run Radio Católica, which reopened on October 2 after the lifting of a 21-month ban (David Gollob writes).

The radio station was to begin broadcasting a midday news bulletin last Monday. Instead, the news director, Señor Ignacio Briones, told listeners that the station had received a telephone call from an official at the Ministry of the Interior saying that a request for permission to broadcast a bulletin had not been granted.

Señor Briones said he would abide by the ruling to avoid giving the authorities a "pretext" to take action against the station.

The Australian Prime Minister, Mr Bob Hawke, predicted in Dublin yesterday that his country will sever its allegiance to the British Crown and become a republic within his lifetime (Our Foreign Staff writes).

Mr Hawke said on television before leaving Ireland after a four-day official visit: "I believe it is not an urgent social issue, but I believe it will come in my time."

In an address to the Dail, the Irish Parliament, he said that his Government supported the Anglo-Irish agreement. "I assure you that the Australian Government will do all in its power to discourage any Australian citizen from adding in any way to the violence in Northern Ireland."

Spy slander alleged

Warsaw (Reuters) — Four senior Polish academics accused of having links with an alleged US spy went to court here yesterday to charge Mr Jerzy Urban, the government spokesman, with slander. The case was adjourned until November to give Mr Urban time to prepare a defence.

Mr Urban alleged at a press conference last April that the four academics had secretly met Mr Albert Mueller, a Second Secretary at the US Embassy who left Poland after the authorities accused him of spying. The academics deny every having met Mr Mueller.

Pilot tells Visas for of tragedy Taiwan

Indianapolis (AP) — Major Bruce Teagarden, the Air Force pilot whose jet fighter crashed into a crowded hotel on Tuesday killing nine people, said he had tried to guide the aircraft towards an empty field, and a witness said he saw the pilot bail out just before the collision.

Major Teagarden was to be questioned yesterday, according to Brigadier General Thomas Hall, of Nellis Air Force Base near Las Vegas, Nevada, where the plane was heading from Pittsburgh when it hit the seven-storey hotel near Indianapolis Airport.

Swiss ban on Le Pen

Geneva (Reuters) — The Swiss canton of Geneva has banned M Jean-Marie Le Pen, leader of the French National Front, from speaking there on November 8. "His invitation by the International Circle of Economic and Political Studies poses a direct threat to public order," a spokesman said.

M Le Pen, a candidate for president next year, caused a controversy last month when he said that the Nazi gas chambers were a "minor point" in the history of World War Two, and a visit to Britain was cancelled after protests from politicians and Jewish groups.

Eye-witness reports rebut claim of Jaffna's fall

Jaffna (Reuters) — Hundreds of heavily-armed Tamil Tiger fighters were still in control of Jaffna on Tuesday morning, despite Indian claims to have captured central parts of the Sri Lankan port city.

Guerrillas carrying automatic rifles and rocket-propelled grenades walked freely in the city centre to demonstrate their control after a 12-day Indian assault that the rebels said had cost more than 650 lives.

In one of the first independent eye-witness accounts of the fighting in Jaffna, a Sri Lankan correspondent working for Reuters — who could not be named for security reasons — said that the Liberation Tigers of Tamil Eelam (LTTE) were holding off the Indian troops at the outskirts.

The correspondent entered Jaffna on Monday afternoon and left at dawn on Tuesday accompanied by a Sri Lankan reporter working for another news agency and a BBC reporter.

Delhi said on Monday that its troops, enforcing an Indo-Sri Lan-

kan peace pact, were "mopping up" after seizing central public buildings in the face of stiff opposition.

An External Ministry spokesman said a column of troops from the west had linked up with paratroopers from Jaffna Fort and seized the town centre.

The three reporters reached Jaffna after a 17-hour journey which had to be interrupted at times for security reasons as shellfire and heavy-calibre rounds smashed into the reddish-brown scrub around them.

The rebels claimed they held 23 Indian soldiers captive, but they refused to let the reporters see them.

Tens of thousands of civilians had become refugees in their own city. About 50,000 were huddled for safety in and around the large Hindu Nallur temple.

They said Indian artillery shells had fallen continuously in the area, sometimes as close as 50 yards.

"I saw a lot of people with gunshot wounds, including some boys and

girls," said a medical student who had sheltered there. She said two people had died of dysentery in the temple.

She said refugees shuttled back and forth to their homes to collect and prepare food, and many had been wounded in crossfire between Indian troops and Tamil guerrillas.

Indian troops launched the assault against the LTTE on October 10 after Tamil guerrillas fighting for an independent homeland repudiated the peace accord and massacred about 200 Sinhalese.

The reporters made a treacherous journey through the jungles of the mainland before taking backroads across the semi-scrub of the northern Jaffna peninsula.

As they advanced, the sound of shelling grew from a murmur into a roar.

Hundreds of people were seen streaming out of the peninsula in buses, lorries, and cars flying white flags.

Many looked tired but anxious to

flee the battle zone. Indian soldiers manned checkpoints on main roads leading to the city.

Refugees said both sides had committed atrocities in the bloodiest battle to have erupted in four years of ethnic violence on the island.

"Anyone in the world valuing human life should step in and stop the annihilation in Sri Lanka," said the Jaffna Red Cross president, Mr R. Balasubramaniam.

He described the population at Jaffna as being chased from place to place by artillery shells and bursts of heavy machinegun fire from Tamil and Indian positions.

An LTTE leader put guerrilla losses at 51, Indian deaths at 300, and civilian deaths at more than 300.

The Indian High Commission said on Sunday that 107 Indian soldiers and 527 Tigers had been killed.

Neither the High Commission nor the External Affairs Ministry in Delhi have released a casualty toll since then.

Hundreds of buildings bore the scars of bullet and artillery fire.

The reporters were driven around Thinnaveli, Nallur, Kokuvil Pambadi lane, Jaffna University, Jaffna hospital and the main government areas in the centre of town.

Craters marked a number of buildings, apparently produced by long-range mortar and artillery fire.

The reporters asked to be taken to the battlefield, but the rebels said it would be too dangerous.

An official at the Jaffna hospital said: "There is no electricity, wards are in darkness except two emergency rooms, and there is no water."

"We have blood that can only last three weeks, and quite a number of patients are dying. We are also short of drugs."

He said there were 557 people in the hospital being treated for wounds sustained in the fighting.

Tiger commanders said Indian troops were at least two miles from the city centre.

India offers amnesty to rebels who surrender

From Michael Hamlyn, Colombo

The Indian authorities yesterday offered an amnesty to any Tamil rebel fighter who laid down his arms and surrendered to them.

Hoping to take advantage of a debate said to have been heard on the rebel radio among the fighters of the Liberation Tigers of Tamil Eelam over the possibility of surrender, the Indians made the offer in radio messages, with loud-blasters, and in leaflets dropped over the besieged town of Jaffna from helicopters.

The message urged the Tigers to hand over their arms to the Indians and in return they would be provided with "full security, and protection by the peace-keeping force".

The Indian announcement added: "They will also be granted full amnesty in terms of the Indo-Sri Lankan agreement, which would enable them to participate fully in the democratic political process in Sri Lanka and live with honour and dignity in the island."

An Indian official making the announcement in Colombo yesterday added that the decision to offer the amnesty was made after consultation with the Sri Lankan Government.

A senior Sri Lankan official said last night, however, that the amnesty offer could mean only that the Indians had been unable to capture the rebel gunmen.

The official was afraid that the amnesty could have a counter-reaction in the south of the country. "It will affect the Government's standing in the Sinhala areas," he said.

"People will say you are giving an amnesty to the LTTE, when they are still fighting, but you are not giving amnesty to the JVP (the Sinhala extremist group)."

The Indian High Commission, which resumed briefing the press after a two-day gap, said last night that the Indian forces had control of a number of key buildings round the perimeter of the old Dutch fort in the heart of the town.

They listed the town hall, the clock tower, the municipal library, the Ashok Hotel, the Wessingham Hall and the Regal Cinema.

The official briefing to the press said that there had been forward movement on all approaches to the town, and that the troops who moved in from Navuturai on the east were close to linking up with troops who broke out of the fort.

If this link was made, the Tigers fighting island would be cut off from the Jaffna lagoon.

There were reports last night that 14 boats which had been standing by to take the Tiger leadership out of the town had been found and destroyed by the Indians at Gurungur.

The Indian High Commission also said last night that the Indian forces had now suffered 127 killed since the operation began 12 days ago, 379 had been wounded and 27 were missing.

A Sri Lankan security official said that the Sri Lankan estimate of the Indians' losses were that they have had 175 killed.

The Indians also say that they have killed 607 Tigers, and that this figure is based on an actual body count by the Indian forces.

Yesterday was also marked by the sudden departure for India of the officer commanding the peace force, Major-General Harkirat Singh, for "consultations to review the situation".

Eggs thrown at Korean candidate



Mr Roh Tae Woo, left, wiping his jacket yesterday after being pelted with eggs by demonstrators, one of whom is seen above, when he attended an election meeting in Kwangju during his campaign to become South Korea's next president.

About 20 relatives of people killed when the army crushed an uprising against martial law in 1980 gathered outside a gymnasium where Mr Roh, a former general, was due to speak (Reuters reports).

As Mr Roh approached, surrounded by security men, the protesters shouted: "Bring back our sons," "Compensate for the Kwangju massacre," and "You're not fit to be president."

The demonstrators were grabbed by plain-clothes police, who kicked and

punched them before dragging them away by their hair.

Mr Roh joked about the egg-throwing, calling it "just one spicy episode on the road to democracy". In his speech, Mr Roh, who is President Chun's choice of successor and who played a big part in the 1979 coup that brought the President to power, tackled head-on the still fierce local resentment over the 1980 repression.

"It is my duty to resolve the Kwangju incident. I came here feeling that I am a debtor . . . The next government will share the hopes and pains of the Kwangju people," he said.

Earlier, during a meeting with 50 relatives of the victims at his local party office, Mr Roh pledged that if he won the December election he would have a monument to the dead built in Kwangju.

Peru's banks make a last-ditch stand

From Michael Smith, Lima

The Peruvian Government this week began legal proceedings to take over the administration of five commercial banks as part of its effort to assume control of the national banking system.

Financial officials made preliminary contacts with some of the banks to avoid the confrontations which unsettled the country during the first three take-overs.

Last week President Garcia's Government resorted to a forceful display of police power to demonstrate its resolve to crush opposition to its expropriation efforts. Under the cover of a tear-gas

smokescreen, an armoured personnel-carrier broke down an entrance door at the Banco de Crédito, Peru's biggest commercial bank, so that 200 riot police could escort in the government-appointed board of directors.

The bank reopened its doors this week, but there is lingering tension since the Government is expected to move shortly against the remaining eight banks, five finance corporations and 17 insurance companies.

The expropriation law was approved by Congress on September 29 after a heated, month-long debate in the Senate. President Garcia originally announced the move in late July.

The expropriation effort has become a financial no-man's-land in which the Government has tried to impose the forced buying-out of the private financial system while bankers and other investors carry on a kind of legalistic guerrilla warfare with staying orders issued by the courts and immediate campaigns.

The most vocal resistance is being led by the chairman of the Banco Mercantil, Señor Francisco Pardo, who was also president of the Banking Association. With many of his fellow board directors, he has installed mattresses in his bank offices so that he can maintain a vigil against possible attempts to take over the bank at night.

Hayward drugs case appeal

From Christopher Mosey, Stockholm

Prosecution witness accused of lying

Bertil Filipsson, a heroin addict suffering from Aids, was called as a witness for the defence when Captain Simon Hayward resumed his appeal yesterday against conviction and a five-year jail sentence for smuggling 110 lb of cannabis into Sweden.

Filipsson, aged 35, is serving eight years for possession of heroin in the same jail as Forbes Mitchell, principal witness for the prosecution.

He said Mitchell had changed his testimony after making a pact with the public prosecutor, Mr Ulf Forsberg. He said he heard Mitchell say Captain Hayward did not know anything about the drug.

Filipsson said he had heard a fellow-prisoner say that, in return for his co-operation, Mitchell had been allowed a visit from his girlfriend. He also claimed Mitchell had

been promised parole after serving half of his sentence.

He said another prisoner who had also made contact with Captain Hayward's lawyers had been frightened off.

Replying to Filipsson's allegations, Mitchell said: "The only deals I have discussed with the police are hash deals."

He was sentenced earlier this year to seven years for drug smuggling and admits that he planned to sell the cannabis found in the Jaguar car driven by Captain Hayward to Sweden from Ibiza.

Captain Hayward's appeal had been adjourned for two weeks to allow an investigation to be made into allegations by the defence that Mitchell had made a deal with the police before giving evidence that he believed Cap-

tain Hayward knew that the cannabis was in the Jaguar.

Captain Hayward has consistently maintained that he did not know the drugs were in the car when he agreed to drive it to Sweden for his brother, Christopher.

Under cross-examination, Mitchell claimed that Mrs Hazel Hayward, the Captain's mother, had visited a bar in San Juan on Ibiza, passing around statements made by him during Captain Hayward's trial.

"She was trying to convince everyone it was all my fault regardless of the fact that Simon and I were arrested simultaneously and that Christopher's name was given to the police by Simon in the second week of his arrest."

He said his girlfriend, Prita, and her son had also been harassed by "some men em-

ployed by Mrs Hayward who go under the ambiguous name of private detectives".

Mitchell said he had been involved in six runs of cannabis from Ibiza to Sweden, all organized by Christopher Hayward. Christopher planned a new run this year and Mitchell said the courier used previously was becoming too well known at the border and Christopher said he would find a new recruit.

"Two days later I met Chris in San Juan and he said he had found a courier. I asked who and he said it was his brother, Simon."

Mitchell denied suggestions by the defence that an Irishman known only as "Dook" might have been behind the drug-running operation. "He has nothing to do with this business," he said.

The case continues today.

Ethiopian famine is forecast

By Paul Valley

There will be another big famine next year in Ethiopia, but emergency provision in the British aid budget will be inadequate, according to the aid agency Oxfam.

Reports reaching the agency show that two million people are destitute and that large-scale migrations of hungry peasant farmers — which characterized the 1984-85 famine — have begun again, according to Mr Tony Vaux, Oxfam's emergencies officer.

Preparations are being made for the arrival in Sudan of 100,000 Ethiopian refugees from the northern regions of Tigré and Wollo.

The extra aid money which the British Government will be asked to provide will prove too much for an aid budget heavily stretched by demands from Bangladesh and Mozambique.

Mr Vaux was speaking at the launch of an Oxfam "white paper" calling for significant shifts of emphasis in British aid. The paper's recommendations include an overall increase in aid, which has reached a record low point at only 0.84 per cent of public expenditure, compared with 1.1 per cent during the first year of Mrs Thatcher's administration.

The report calls for the creation of a separate budget for emergencies which the Government should top up as the need arises. There were already signs that, only half-way through the financial year, aid budgets were running out, according to Mr Vaux.

Britain also needed urgently to reconsider its refusal to give development aid to Cambodia.

Captain of arms ship faces trial but crew to be freed

From Roger Boyes, Rome

An Irish sea captain arrested on arms smuggling charges will go on trial in Italy next week, but his impounded ship and its 40-man crew should be free to leave within days.

The prosecutor of the northern Italian port of Savona, Signora Tiziana Parenti, told *The Times* yesterday that the captain, Mr John Scallan, aged 48, would continue to be interrogated this week and could be brought to court as early as next Monday. However, after police have completed their search of the vessel, the *Fathulkabir* — currently surrounded by armed customs officers at Savona's number 33 dock — it could leave, together with its multinational crew and British first officer, Mr Richard Murphy.

The *Fathulkabir* was impounded last week when Italian police — on the alert for

arms shipments to the Gulf — found that there were documents missing for a large container which had been loaded in Liverpool. The container was found to be full of machineguns.

Lawyers representing the ship's owners, the United Arab Shipping Company, have given the missing documentation, including a bill of lading, to Signora Parenti. That appears to have put the ship (and its implicit crew) in the clear.

The 14 tons of small arms — mainly heavy machineguns and spare parts — will stay officially impounded until the inquiry is closed. But the indications are that when the boat is free to leave, the guns can be reloaded and the whole cargo would be allowed to continue its journey to Abu Dhabi.

But Mr Scallan, charged under Decree 855 of a 1967 law, which forbids "the unauthorized introduction of arms on to Italian territory", still has a case to answer, according to sources in the prosecutor's office. First, he should have got permission from the Italian Ministry of the Interior before bringing weapons into Italian waters. Second, he denied having arms on board when questioned.

● LONDON: The Royal Ordnance company of Enfield, north London, yesterday confirmed that the 350 Nato machineguns seized from the container ship *Fathulkabir* were made in Britain under licence from the West German armaments manufacturer, Heckler & Koch (Michael Dynes writes).

Outsiders eager to glimpse China's political mysteries

From Mary Dejevsky, Peking

When the 13th Congress of the Chinese Communist Party opens on Sunday, nearly 200 foreign journalists are expected to be in the audience. Many will be from the West, but there will also be sizeable contingents from Hong Kong and — in contrast to the days of the Sino-Soviet chill — from Eastern Europe.

The large foreign presence is a measure of the interest being taken in the congress by the world beyond China, a world which the Chinese have periodically shut out. For the congress, however, which is only the second to be held since the end of the last such closed period, the Cultural Revolution, China is welcoming the outside interest.

China may partly see it as a

reflection of the changes that have taken place in the past decade, but partly it presents an opportunity for the authorities to redress some of the adverse publicity caused by the recent unrest in Tibet.

A special congress press centre starts operating today in the vicinity of the Great Hall of the People, where the congress will be held, and the Chinese are promising that delegates will be available for interview. The first and last sessions, mainly ceremonial, will be open to correspondents for the first time.

Foreigners from East and West alike may be fascinated by the spectacle of China's political process gradually opening up, at least in so far as the Chinese are coming

to understand the importance of presentation.

Outsiders will also be watching the expected changes in the top ranks of the party for clues about China's future political direction. Four out of the five members of the party standing committee, a sort of Cabinet to the Politburo, are expected to leave office in the course of the congress, including Mr Deng Xiaoping.

Their fascination, however, does not appear to be shared by ordinary Chinese, whose interest in next week's proceedings is, according to most accounts, negligible. Even an official public opinion survey released yesterday, which purported to show rising political interest and contentment among students at

Peking's leading institutions of higher education — Peking and Qinghua Universities — was greeted as an attempt to dispel a widespread view that, whatever happens at the congress, little will change.

To some extent, this view has been fostered in recent weeks by the confident way in which leading Chinese politicians and the press here have been speaking about the economic and political reform programme. They are taking it for granted that the greater freedom allowed to individual enterprise in the past two years will be allowed to continue because the benefits are so obvious to most people.

As living standards for most have improved and scope for self-better-

ment has widened — not much, but enough to be noticed — the ability of the Communist Party to command every aspect of life appears to have declined.

Whether it is that the party, because of all its twists and turns of policy in the past 38 years of power, has lost credibility, or whether it is that memories of the heroic Long March are fading.

Earlier this year the party leadership called a halt to the "rectification" campaign launched three years before to root out "leftist" elements in the party — a euphemism for those who looked back nostalgically to the years of Mao Tse-tung and were unenthusiastic about economic reform. At the same time, a new campaign to root out over-enthusiasm for West-

ern ideas — coded as "bourgeois liberalism" — fizzled out after two months.

The problem in both cases appeared to be less the waning of two opposing campaigns simultaneously than the marked reluctance of people nowadays to be drawn into political campaigns.

Similarly, expulsion from the party is no longer the disgrace it used to be. It no longer means ostracism. What Chinese interest there is in the congress focuses on promised reforms in the political structure and on how far the party will be prepared to discipline its own corrupt element on the one hand and reduce the party's pervasive presence in Chinese life on the other.

Biko film a reminder of black resistance roots

From Michael Hornsby
Johannesburg

Ten years ago this month the South African Government, then led by John Vorster, banned 17 political organisations, most of them associated with the "black consciousness" political philosophy, and arrested scores of their activists.

A month before this crackdown, Steve Biko, the founding father of black consciousness and one of the most charismatic figures in the history of black resistance to white rule, had been bludgeoned to death in a police cell.

Biko's name is in the news again with the release of Sir Richard Attenborough's film, *Cry Freedom*, which purports to be based on Biko's relationship with Mr Donald Woods, a liberal white South African newspaper editor now living in exile in Britain.

Whatever else may be said of the film, it is a reminder that the outlawed African National Congress was not always the dominant

influence in the black liberation movement it now appears to be and that black politics are often more complex than outsiders appreciate.

When word of Sir Richard's project first got out, it caused anger in black consciousness circles here. The Azanian People's Organisation (AZAPO), the direct descendant of Biko's banned Black People's Convention, threatened legal action against the film.

But Mr Peter Jones, a Coloured Cape Town lawyer and Azapo representative, held discussions with the British film-maker in September and reached what an Azapo press release later described as "a mutually acceptable agreement".

According to Azapo, Sir Richard agreed to delete "contentious lines or words" attributed to Biko, and accepted that the film was not an "authoritative interpretation" of Biko's views or those of his organisation. He also agreed to

make financial provision for Biko's children.

Biko coined the slogan "black man, you are on your own" to summarize the black consciousness philosophy. He argued that black self-esteem was the beginning of liberation and that blacks only perpetuated their subservience if they looked to white liberals, however sympathetic, for support.

Black consciousness, and not the ANC, supplied the main ideological impetus behind the 1976 uprising of black schoolchildren in Soweto, which was triggered initially by anger over the compulsory use of Afrikaans as a medium of instruction but later became a much wider-based revolt.

In the wave of repression which ensued many young blacks fled abroad. Most joined the ANC, which had concentrated since being banned in 1961 on establishing a well-supported organisation in exile. Many of these recruits were trained as guerrillas and sent

back to South Africa on sabotage missions.

A few joined the Pan Africanist Congress, which broke from the ANC in 1959, partly over the issue of the Marxist influence of whites and Indians in that body. Seen by some as foreshadowing black consciousness, the PAC has never achieved the same international recognition as the ANC.

Within South Africa, the post-1976 crushing of black consciousness groups created an opening for the re-emergence of pro-ANC forces. While serving prison terms on Robben Island, a number of leading black consciousness activists fell under the spell of the personality of Mr Nelson Mandela, the jailed ANC leader.

When they emerged from jail in the early 1980s, they joined many former ANC members and sympathisers in helping to establish the multiracial United Democratic Front, the loose alliance of anti-apartheid organisations which

articulated the grievances behind the turmoil in black townships in 1985 and 1986.

Suppression of the UDF under the state of emergency in force since June 1986 has left a gap which black consciousness groups might have been expected to fill, reversing what happened after 1976, but so far this does not seem to have happened on any scale.

All the evidence still points to the ANC and UDF as having by far the largest mass support. Although the PAC has a shadowy armed wing, the Azanian People's Liberation Army, nearly all bombings and other attacks seem to be the work of insurgents of the ANC's Umkhonto we Sizwe (Spear of the Nation).

Azapo, which has its own student and trade union wings, has given black consciousness a hard socialist cutting edge which it did not have in Biko's day. Its present president, Mr Nkomo Molale, jailed for sabotage between 1976 and

1983, argues that capitalism is as much the enemy as apartheid.

Even if all apartheid laws are abolished, "only an infinitesimal number of blacks will be able to enjoy the fruits of capitalism", Mr Molale contends. The ANC and UDF, embracing political views ranging from hardline communism to middle-class social democracy, is accused by Azapo of being middle-headed.

While Azapo and black consciousness may represent very much a minority viewpoint, their existence none the less adds to the divisions within the black community, allowing the authorities in Pretoria to practise their "divide and rule" skills.

Earlier this year, for example, government agents were suspected of fuelling sometimes murderous feuding between UDF and Azapo supporters in the townships by circulating forged leaflets which urged UDF militants to kill their black consciousness rivals.

Life in jail for mayor's killers

Tel Aviv (Reuters) — An Israeli military court in the occupied West Bank sentenced two Palestinian guerrillas to life in prison yesterday for the murder last year of the Mayor of Nablus, Mr Zafar al-Masri.

Muayyad Samad, aged 25, and Ahmed Abu Samd, aged 31, were convicted of murdering al-Masri on the steps of the Nablus town hall on March 2, 1986, only three months after he took office.

They were also found guilty of killing two Israelis and attempting five other murders, including an attack last May aimed at another Palestinian mayor, Mr Abdallah Lahoulh of Jenin.

Six on trial for swindle

Belgrade (AP) — Six officials of the Agrokonomer food company went on trial at Velika Kladusa, the Bosnian town where the firm has its headquarters, for their part in Yugoslavia's biggest postwar financial scandal.

They are charged with signing 3,500 uncovered promissory notes worth £141 million during a period of seven months last year.

Up and down

Kathmandu (Reuters) — Two Australians, Michael Groom and Robert John Impey, have succeeded in scaling Kanchenjunga, the world's third highest mountain, but heavy snow has forced a British team to call off its attempt on the 21,323 ft Mount Tawoche.

Student strike

Vienna (Reuters) — A strike by Austria's 170,000 university and college students entered its second day yesterday with Viennese professors expressing sympathy for their protest against government policy on further education.

First visit

Rome (Reuters) — The West German Foreign Minister, Herr Hans-Dietrich Genscher, will be the first Western foreign minister to pay an official visit to Communist Albania when he holds talks there this week.

Religion in Soviet Union

Increased tolerance shown by defence of persecuted priest

From Christopher Walker, Moscow

A leading Soviet weekly yesterday took the highly unusual step of defending a young Russian Orthodox priest against persecution and harassment by Communist Party authorities in the Ukraine, where he runs a parish church.

Western and Soviet sources said that it was the first time they could recall such an outspoken defence of religious freedoms appearing in the mainstream Moscow press. It followed a recent call by religious dissidents for the repeal of Stalinist laws restricting religious activity in the Soviet Union.

Literaturnaya Gazeta outlined in detail the "dirty tricks" campaign mounted against Father Nikolai Sakidon by the local Communist paper, *Zhivnitsi Zori* (October's Dawn), and by party officials, who feared that his efficient management of the parish church in the Kharkov region was increasing the number of religious believers.

The article told how leaders of the Communist Youth League, the local militia, representatives of the regional council, and other officials mounted Sunday roadblocks outside his church in an effort

to prevent worshippers attending the services.

Father Nikolai claimed that the campaign had amounted to a military-style operation. "The officials occupied key positions on the approach routes to the church to prevent citizens who came to baptize their children from doing it," he said. "They were photographed, their papers were checked, their workplaces and car registration numbers were all noted down."

The paper alleged that the barrage of atheistic propaganda grew more vicious when local party officials discovered that the priest had succeeded in raising his church's annual income by 18,000 roubles (£18,000), and had excommunicated the church headman "who enjoyed the favour of the regional executive committee".

It quoted derisively from articles in the local party paper which falsely accused the priest, aged 33, of using gifts of sugar and other products given to the church to brew home-made vodka and to feed farm animals (which he did not possess).

The hate campaign against Father Nikolai also involved the passing of a Communist

Party edict, preventing children from the neighbouring district coming to his church for baptism, and an anonymous article charging that he had secretly baptised the author's baby against his will while he was out of the house, "in violation of the law against religious cults".

Literaturnaya Gazeta heaped lavish praise on the priest, a doctor of theology who had trained at the religious academy in Zagorsk, and quoted a number of senior figures who also praised his work and defended him strongly against the Communist Party slurs.

Mr N. Kolenskik, chairman of the Council of Religious Affairs in the Ukraine, attacked the local party paper for trying to depict religious believers as inferior citizens. "All this contradicts the party decrees on atheistic propaganda," he said. "Lenin's principles were not to allow any insult to the religious feelings of the believers."

The article's appearance was seen as a hint that a more tolerant approach to the Russian Orthodox Church might be expected as part of the Gorbachev reforms.

Faith shattered, page 10

Russian Church in Unesco talks

From Susan MacDonald
Paris

The Soviet Union's *glasnost* policy was amply demonstrated in Paris yesterday by the unprecedented presence in the Soviet delegation to Unesco's general conference of Metropolitan Yuvenali, one of the five top officials in the Russian Orthodox Church.

One of the main reasons for his attendance is the Soviet wish that Unesco should celebrate Christianity's 1,000 years in Russia next year.

In another exceptional

move, the Soviet delegation broke with tradition in not supporting a Third World candidate during last week's battle to find a new director-general.

During the five voting rounds it never once voted for the present director-general, Mr Amadou Mahtar M'bow of Senegal, and in the last round voted for the official nominee, Professor Federico Mayor Zaragoza, of Spain.

Mr Anatoly Adamishin, a Deputy Foreign Affairs Minister and head of the Soviet delegation, said yesterday that it would continue to support

Señor Mayor and would not suggest an alternative candidate. "Our approach is consistent, unlike some other countries," he said.

The final decision on a new director-general rests with the general conference.

Describing his visit to Paris as very important for him and of great significance, the Metropolitan replied with a smile when asked if the Pope would be invited to next year's celebrations, saying that a guest list had not yet been drawn up. "However," he added, "we are moving in that direction."

Moscow joins Britain in fight against drugs

By Andrew McEwen
Diplomatic Correspondent

British and Soviet officials have reached agreement to co-operate in the fight against drugs, the Foreign Office announced yesterday. It is believed to be the first time Moscow has made such an agreement with a Western nation.

A memorandum of understanding is to be signed by Sir Geoffrey Howe, the Foreign Secretary, and his Soviet opposite number, Mr Eduard Shevardnadze. Sir Geoffrey is expected to

visit Moscow soon, at a date which is still to be set.

The agreement stems from a visit to Moscow earlier this year by Mrs Thatcher and Sir Geoffrey. In July a team of Foreign Office and Home Office experts met Soviet counterparts to discuss ways of co-operating, and last week Mr Jim Posten, head of the Narcotics Aids and Drugs Department at the Foreign Office, went to Moscow to settle the final details.

Exchanges of information are expected to assist British police in

stemming the flow of drugs reaching the UK from Afghanistan and Pakistan. There has been evidence of drug traffickers using low-cost Soviet flights from Kabul to Moscow before going on to London-bound flights.

The agreement underlines the far closer co-operation between Whitehall and Moscow on a wide range of issues.

In the latest of a series of high-level exchanges, Mr Yury Vorontsov, First Deputy Foreign Minister, held talks with Mr David Mello, Minister of State at the Foreign Office, on

Greek dust helped to defeat Hitler

From Mario Modiano, Athens

Dust turned the tide of the Second World War by delaying the capture of Crete by Hitler's crack paratroops and forcing him to postpone his attack on Russia.

Details of the incident emerged this week at a conference organized by the Society for the Study of Greek History attended by Royal Air Force, Luftwaffe and Greek Air Force veterans.

Retired Lieutenant-Colonel Josef Neuhaus, a Luftwaffe fighter pilot aged 24 during the German thrust against Yugoslavia and Greece in 1941, said that 500 Ju 52 transport planes taking the paratroops to Crete from improvised airfields in southern Greece

could not take off in rapid sequence because of the dust.

"The clouds of dust whipped up by the first take-offs blinded the other pilots, with the result that by the time the transports reached their destination, our fighters and bombers providing the air cover had to dash back to refuel," he said.

Air Marshal Sir Edward Gordon Jones, who took part in the battle of Crete, said the loss of the island had caused much bitterness.

"It has been argued that if we had more airfields and five Hurricane squadrons, Crete could have been held," he told the conference.

French gems scandal

Minister under fire in press

From Philip Jacobson, Paris

New allegations about the conduct of the French Minister of Justice, M. Alain Chalon, in the entangled affair of the family heirlooms he entrusted to a Parisian jewellery firm, may yet confront the Chirac Government with a full-blown political scandal before next spring's presidential election.

Undeterred by an earlier libel writ from M. Chalon, the newspaper *Le Monde* has renewed its investigation of the minister's dealings with the Chaumet brothers, Jacques and Pierre, who were arrested last June following the £200 million collapse of their business.

According to *Le Monde*, a report by the independent administrator appointed after the fall of the House of Chaumet was tampered with by senior Justice Ministry officials seeking to protect M. Chalon. A key sentence rejecting the newspaper's previous allegations against the minister is said to have been written into the final public version without the administrator's knowledge.

Since the article appeared on Tuesday, M. Chalon has again denied any wrongdoing in connection with the Chaumets. Yesterday morning, the administrator issued a statement assuming full

responsibility for the wording of his report.

At the heart of the matter for M. Chalon are the diamonds inherited by his wife, the Princess Salome Murat. Like many others in French high society who seeded some hard cash, she asked the Chaumets to sell them on her behalf (it so happens that her niece is married to the son of one of the brothers).

The substantial proceeds were left in the hands of the Chaumets, who sent M. Chalon a sizeable sum every month. But it was only after some damaging press leaks in the wake of the firm's spectacular collapse last year that the minister finally acknowledged he had indeed kept an account with the Chaumets. It is less clear at present whether he was also receiving payments of interest, which in certain circumstances could be illegal under French law.

By any standards, it is embarrassing for the Government's chief legal officer to find himself so intimately involved in a matter coming directly under his own jurisdiction.

One Socialist MP argued yesterday that M. Chalon, simultaneously creditor and

guardian of public interest, could not be possibly be independent in such circumstances, and there are persistent reports that the Prime Minister, M. Jacques Chirac, is becoming concerned about the drift of the affair.

The Prime Minister's sensitivity to any potential scandal involving diamonds is entirely understandable as he contemplates a bid for the presidency.

Nobody in French politics has forgotten how M. Giscard d'Estaing's campaign for re-election in 1981 was severely undermined by revelations that he had accepted a gift of just such gems from Bokassa, the former leader of the Central African Empire.

For his part, the combative M. Chalon appears to be ready for a fight to the finish. This campaign to blacken his name is, he maintains, being controlled by political opponents throwing mud at the conservative camp in the run-up to the presidential poll.

Just so, many of the French would say, but the central question posed by *Le Monde* remains unanswered: When will M. Chalon finally decide what is to be his role in the *affaire Chaumet* — victim, potential witness or Minister of Justice?

Arizonans disown blundering governor

From Charles Bremner, Phoenix

Arizona's Republican Party fathers have washed their hands of Governor Evan Mecham, a man who thinks that President Reagan is running a "socialist superstate" and that President Eisenhower was a left-winger. He has managed to infuriate just about everyone, except the eccentric far right, since he was elected last November.

With a succession of gaffes and blunders dubbed by his critics "Marx Brothers government", Mr Mecham has so fired opposition to his rule of the recently flourishing Sun Belt state that more than a third of a million citizens have signed a petition demanding his recall. Only one other governor in American history has been sacked from the job — in North Dakota in 1921.

Under a law in force in Arizona and 15 other states, the anti-Mecham lobby had to collect at least 216,000 voters' signatures by November 3 to start the recall machinery. Once the signatures are validated, a new election must be held. By this week, more than 300,000 had signed the state-

ment saying that they considered Mr Mecham, a former Pontiac car dealer and devout Mormon, incompetent, an embarrassment to Arizona and a disaster for its economy.

The last straw for Mr Mecham came when Mr Barry Goldwater, the former senator and the state's reigning Republican patriarch, called two weeks ago for his resignation. Senator Goldwater abandoned the outspoken Governor after his latest gaffe — a letter appealing to supporters for funds.

In his letter, Mr Mecham — pronounced Meekum — invited his conservative friends to move to Arizona and help him avoid "being crushed by the millions of dollars the militant liberals and the homosexual lobby plan to spend against me".

The Governor now denies the use of the word "homosexual" for black children. "I never heard the word pederasty being used except as a title of endearment until this furore came along," he said recently.

Nine hundred newspapers



Mr Mecham: petition for his recall signed by 300,000.

across the country last month published a five-day series of Donohue cartoons lampooning the Governor's eccentricities. Among his other dubious actions, he has ruled that teachers have no right to teach pupils that the Earth is not flat, appointed a man under investigation for murder to head the state alcohol agency, and named an ex-convict as a state investigator. One of his plans is to send the state's National Guard for two-week tours of Central America.

Not everyone is opposed to the bantam-sized Governor. His supporters are driving around Phoenix with bumper stickers saying "Give 'em all Ey". Critics are sporting ones that say "Mecham for ex-governor".

Mr Karl Eller, a wealthy local businessman, said Mr Mecham brings "a breath of fresh air" by speaking his mind. Local Democrats also like Mr Mecham. "We don't have to Mecham-hush," said Mr Glenn Davis, director of the state's Democratic Party. "He's doing that all by himself."

But most local businessmen, usually Republican supporters, have abandoned Mr Mecham because his behaviour is believed to have driven millions of dollars worth of business away from the state.

Senior Republicans formed a committee to advise Mr Mecham and try to limit the damage. They now favour his resignation. Mr Goldwater said Mr Mecham is "a little hard-headed and won't listen" and adds that he joined the committee "to keep my life's work from going down the drain".

But not everyone is in favour of a recall. The state's main newspaper, *The Republic*, is calling Mr Mecham "incompetent and preoccupied with imagined media plots and trivialities", but it said in a recent editorial that a recall election would divide the state and confirm the idea that Arizona is a "frontier anarchy".

However, Mr Gary Smith, president of the recall campaign, said: "I have no doubt it's going to happen. We have far in excess of the signatures we need."

سید من الامام

SPECTRUM

Tough, coldly determined, the US Treasury Secretary was at the heart of the stock market collapse. But did he cause it, or repair it?

The buck stops here

Less than 24 hours after Wall Street's dramatic crash, James Addison Baker III was flying back to Washington, aboard Concorde, having suddenly found himself at the centre of an unusual storm. The US Treasury Secretary, the brightest star of President Reagan's second term, was under verbal siege, his public comments suggesting that the dollar should drop against the Deutschmark as a means of protesting against West Germany's higher interest rates were regarded as one of the fuses which ignited Wall Street's spectacular, 508-point fall.

Congressional critics blamed him for undermining confidence in the commitment of the powerful Group of Seven nations, which include Britain, to control exchange rates. Investment analysts said that Baker's latest round of "German-bashing" had convinced markets that the G-7 Accord on exchange rates had fallen apart and that the dollar would go into a freefall.

It appeared to be an uncharacteristic blot on a nearly spotless public record, but was it? Only the day before, on Wall Street's Black Monday, Baker had made a surprise visit to Frankfurt on a damage-control mission to shore up the G-7 "Louvre accord" and the two sides had reaffirmed their co-operation.

Baker's supporters said that although he had paid a high price for his public statements, this was in fact another, disguised, Baker success, in that it gave him what he wanted — German intervention in the markets. "This was not a negative, it was a leadership initiative," said a US official.

The very force of Baker's personality earns him the benefit of the doubt. He is at once courtly, tough, coldly determined and public-minded. "He is a Machiavellian politician without the sinister side," said a former Republican colleague.

Baker's task — and his status — in the wake of the Wall Street collapse was summarized by Frederick Khedouri, an investment banker and former Treasury Department official: "Baker must make sure that the

Administration has a very clearly articulated set of policies under its control. That has been lost. Baker is the only one who can get us back to that."

The fear expressed by international investors — that the US is ceding its global power to the Japanese by failing to face the hard policy options — played a strong role in the market's plunge. But Baker's reputation encourages high expectations that he can lead the way back.

It is a tall order, and Baker set about meeting it as soon as he returned from Germany, closing himself with the President and others for an emergency White House session. Reagan emerged with a statement designed to "calm the world, saying that he and his top advisers were managing the crisis "through constant contact" with other financial leaders and world stock exchanges.

He reiterated his strong commitment to the Louvre accord and he supported a domestic policy embracing lower interest rates. He also made a political gesture that was vintage Baker, holding out the first olive branch to an embattled Congress on the budget deficit: Reagan would listen to any proposals, including revenue-raising proposals, that Congress advanced to reduce the \$170 billion deficit. He would attend an "economic summit", if necessary, to demonstrate to the world that the US was serious in its resolve to maintain global leadership.

Only Baker could have orchestrated such a policy, convincing a reluctant President to sit down with Democrats he had accused of blatant protectionism and of thwarting his economic goals. "He is Ronald Reagan's last, best hope," said an admiring Senate veteran.

This is the sort of talk Baker can appreciate. At 56, and despite a political back-ground, he often lapses into the language of the Texas oil patch which shaped his career. "It's a done deal," is a favourite Baker political response. He is described by his Texas colleagues as a man who "talks turkey but is not a turkey" — a reference to his pastime of stalking big game with a rifle on trips to his

THE TIMES PROFILE

JAMES BAKER

home to Houston. But Baker is no gunslinger. He is a Houston millionaire, a fourth-generation lawyer from a family which planted banking and commerce roots in the south-west and prospered with its growth. "He is Houston old money, not Dallas nouveau riche," said a member of Washington's powerful Texas Mafia.

Despite his predilection for cowboy boots in the office and an occasional chew of Red Man tobacco, he has the polish of a man educated in the east at the Hill School, New Jersey, and Princeton University. One of his best friends is Vice-President George Bush, a transplanted Texan who persuaded Baker to enter politics in 1970. Raised as a Democrat, Baker switched parties to become chairman of Bush's unsuccessful

campaign for the Senate in 1970. He also managed Bush's presidential campaign in 1980 and it is widely rumoured that he will soon leave the Treasury to manage Bush's campaign next year. "I got religion from George Bush," he has said.

In the turbulent world of US politics, Baker excels. When he became Treasury Secretary in January, 1985, veteran observers, citing his lack of economic experience, predicted that his power would wane. But Baker quickly reversed the laissez-faire policies of Donald Regan, his predecessor, who had often proclaimed that "deficits don't matter". In short order, he launched the "Plaza accord" to devalue the dollar and the "Baker plan" to manage the Third World debt crisis. He reintroduced the concept of global economic management by restoring the power of the Group of Five nations (later G-7). Against all odds, he successfully steered through Congress a massive tax reform programme.

He also patched up differences with Paul Volcker,

then chairman of the Federal Reserve Board, whom he met regularly for breakfast. Alienated by Regan's abrasive manner, Volcker had barely spoken to the Treasury. But after Baker's appointment, the two officials became a formidable team, preaching the gospel of growth-oriented policies to a reluctant Third World. "Baker saw the need for change. The administration has now joined the world," said a former Treasury official. "He is the most activist Treasury Secretary since Richard Nixon devalued the dollar in 1971," said Senator Robert Dole.

Now, in the waning days of the Reagan Presidency, Baker must accomplish a miracle, convincing the world that the US is taking an active approach to reducing its trade and budget deficits. Seated behind a desk bearing Harry Truman's motto, "The buck stops here", he makes it clear that he will not shirk the task.

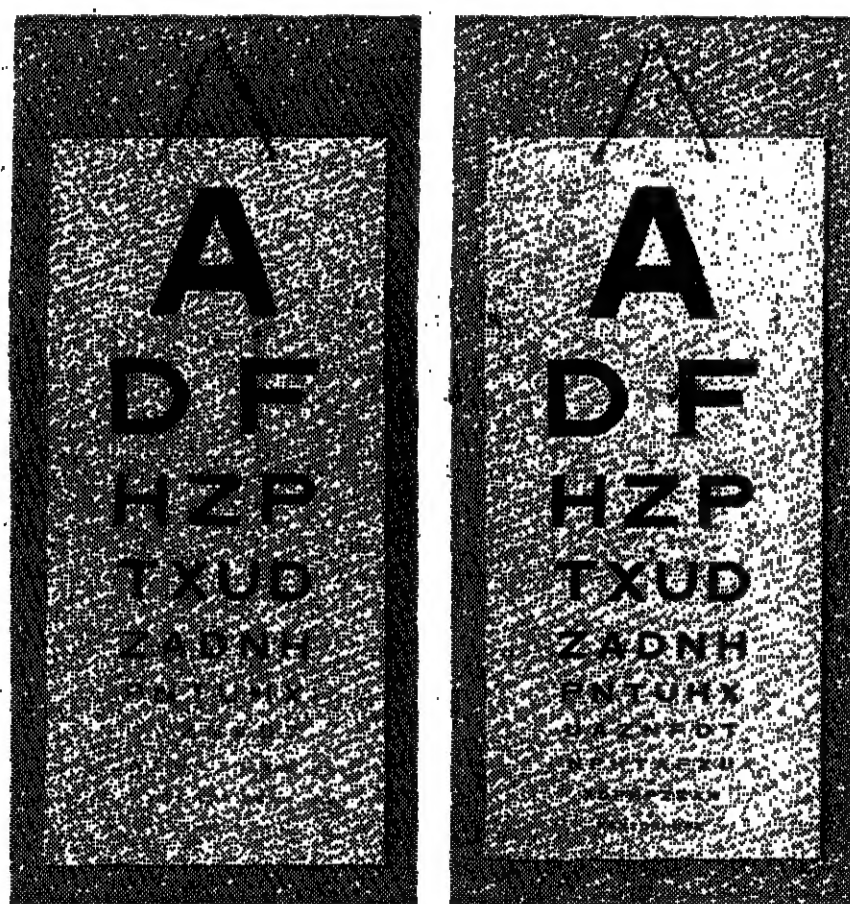
Bailey Morris



BIOGRAPHY

1930: Born April 28, Houston, Texas. Educated at Princeton and University of Texas Law School.
1957: Joined Houston law firm.
1973: Married Susan Garrett.
1976/77: Deputy Under Secretary of Commerce in Ford administration.
1976: Deputy chairman of Ford presidential campaign.
1979/80: Chairman of Bush presidential campaign.
1980/81: Member of Reagan's transition team.
1981/85: White House Chief of Staff.
1985: US Treasury Secretary.

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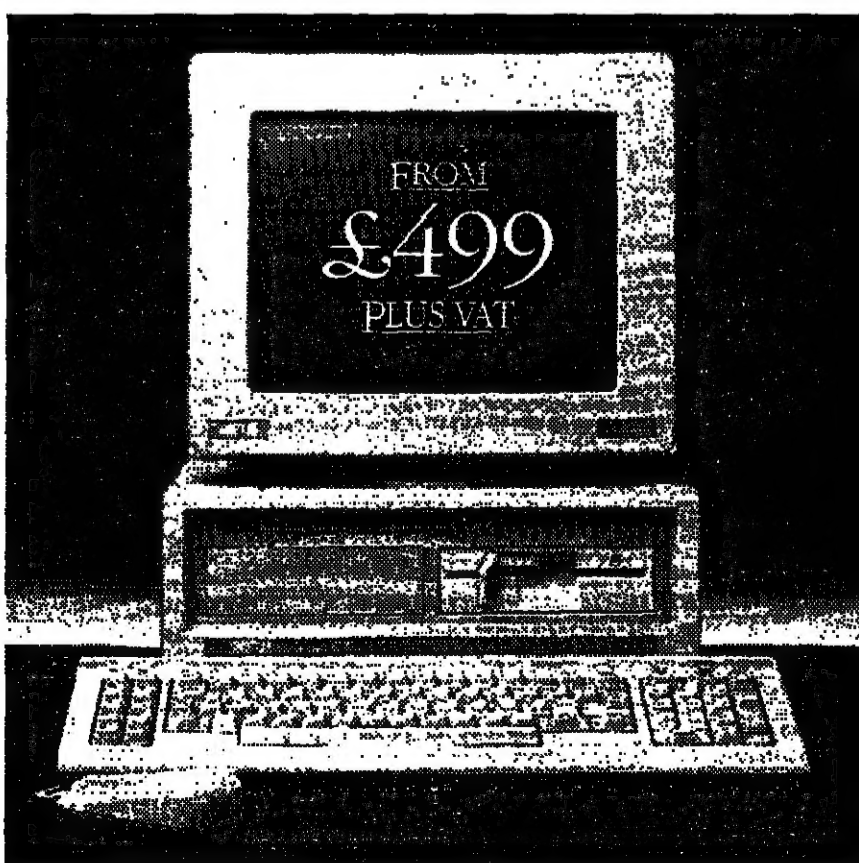
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FINDINGS

A weekly series on research

METEOROLOGY

The storm that took southern England by surprise last Friday highlights the problems facing weather forecasters in getting adequate data for their computer models. The shortage of observations over the oceans can only be met partially by using weather satellites. While orbiting satellites can make temperature measurements throughout the atmosphere, they can cover a given area only once every 12 hours. Geostationary satellites sitting much higher over the equator can obtain images every half-hour, but until now have told us little about the atmosphere's structure. Improved infra-red imaging systems on the US geostationary satellites, however, are now beginning to be used on an experimental basis to measure temperatures at different levels of the atmosphere and to provide advance warning of severe storms. *P.J. Barrington*

CONSERVATION

In the Sultanate of Oman one of the world's rarest animals, the "half goat" or Arabian tahr (*Hemitragus jayakari*), is reported to be increasing in numbers by about 6 per cent a year. In 1948 the explorer Wilfred Thesiger was the first westerner to see this diminutive relative of the ibex, with horns the shape of a moon in its second quarter. Ten years ago conservation measures were implemented. Poacher-turned-gamekeeper bedu representatives of the local mountain tribes now patrol the fearful 2,000-metre high cliffs, where in summer the rocks are too hot to hold and water is available only for a few weeks after rain. Another species, the delicate Arabian gazelle, which lives at the mountain base, has shown a faster increase under the same regime and with the help of a little restocking from captive bred animals. *Paul Manton*

CONCISE CROSSWORD NO 1393

ACROSS
1 Travelling performance (6)
4 Call off (6)
9 Telephonist's gear (7)
10 Indian millet (5)
11 Neat (4)
12 Considerate (7)
14 S Greece peninsula (11)
18 In water (7)
19 Pakistan language (4)
22 Apprehensive (5)
24 Archbishop (7)
26 Northern Ireland (6)
DOWN
1 Himalayan goatlike animal (4)
2 Giraffe family animal (5)
3 Move stealthily (9)
6 Wine jugs (7)
7 Responsible (6)
8 Body sounds tube (11)
11 Refuse heap (3)
13 Conjugate (9)
15 Sovereign's attendant (7)
16 Australian "ostrich" (3)
17 Doze (6)
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THE TIMES DIARY

Heathrow transfer

Even before Lord Young's aircraft arrives from China on Monday, Norman Tebbit will, I learn, have left for the United States. Conservative Central Office staff believe the speedy entrance and exit, reminiscent of a slicker sort of Whitehall farce, could give Mrs Thatcher an opportunity to effect the long-awaited transfer of party chairmanship. Tebbit, the outgoing chairman, is undertaking a speaking tour in America for the party. His relations with his almost certain successor have not improved since their election nadir and he is unlikely to wish to be around at Young's installation. The PM, meanwhile, is tired of the squabbling that has accompanied the transfer and believes it is now better that the deed be done quickly. By coincidence, during her Concorde flight from America on Tuesday, her needs were attended to by the chief steward — another David Young.

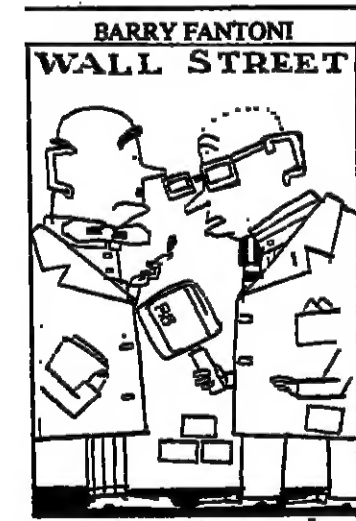
Missing link

Though the Tory guru of direct mail, Michael Dobbs and Sir Christopher Lawson, have left Central Office has begun sending a new batch of begging letters. Personalized letters from Norman Tebbit to supporters, shareholders and business ask for contributions to raise £400,000 for a new Constituency Tactical Support Unit, "Contact" for short, designed to divert "technical support and skilled personnel" to "Labour's last remaining strongholds". Clearly Mrs Thatcher meant it when she said on election night that next time she wanted the inner cities too. But the mailshot is already missing its target. Flexlink, the umbrella outfit representing anti-Chunnel interests such as Sealink and the Dover Harbour Board, received its letter yesterday. Flexlink is so at odds with the government over its Channel Tunnel Act that this year it was refused exhibition space at the Tory conference. Nonetheless Tebbit's letter began: "As you have expressed support for our aims in the past..."

● *International Who's Who*, the at-a-glance guide to the famous and infamous, has been having problems with Ayatollah Khomeini, according to its editor Richard Fitzwilliams. The Iranian leader declined to return the form requesting his biographical details. But Fitzwilliams can still hope. Chinese leaders, after holding out for a decade, succumbed to his appeals this year. All he is waiting for now is Idi Amin.

Spiked

The yellow rose of Texas may be symbolic to some but not to the literal-minded US Customs. Tomorrow's BCal travellers to the Lone Star state were each due to receive a red (for England) and a yellow (for Texas) rose to commemorate the airline's 10th anniversary of flights between Houston and Britain. But the American authorities, which prohibit the import of livestock, fruit and produce, would not relent on the cut flowers. The blooms, which were already boxed for distribution, have been replaced with silk ones. At least they will last the flight.



"You're right — it is made of straw"

Three fellas

The 150 Irish electricians who arrive in Britain this morning to help repair Kent's fallen electricity pylons were intended, according to my Dublin source, to be part of an intricate trade-off over the Anglo-Irish Agreement. They were sent as a quid pro quo for Britain submitting to the republic's call for three judges, rather than just one, to preside over the non-jury Diplock courts in Northern Ireland. The issue proved to be the stumbling block at yesterday's talks in Stormont. Perhaps Kent should have gone for perfect symmetry and asked for three fellars instead.

Dead heat

It's a dog's life in the jumpy world of President Reagan's security staff. Two hapless canines were conserving near a runway at Topoka airport, Kansas, as the presidential aircraft was due to touch down. Bemoaned security officers, under orders to shoot anything that moved if it threatened Reagan's safety, at first tried to part them. All efforts failed, so the pair of German Shepherds were unceremoniously shot. Since then the assassin has received death threats to himself, his family and, worse, his own dog.

PHS

There is no mystery about what happened on Wall Street. The mystery is rather why the Dow Jones index rose by over 100 per cent in the two years to last August, at a time when the United States was running massive and unsustainable budget deficits and trade deficits.

For the last several years the US has been living beyond its means, spending more than it has been earning to the tune of £1,200 a year per household. What happened on Wall Street is part of the mechanism whereby, in the absence of drastic action to reduce the budget deficit, the "magic of the market" is going to force American private spending back down into line with income. And unfortunately this process is likely to lead to a recession in America that will spread out through the world economy.

Of course, for so long as foreigners were prepared to lend vast sums to the United States there was no problem. But it was foolish to think this could go on indefinitely. Once the dollar began to go down foreigners were exposed to massive exchange-rate losses. Thus the net flow of private capital into the United States, which had been running at over \$100 billion in 1986, fell to zero in the early months of this year. This set in motion the first corrective mechanism, a rise in US interest rates, and a drop of over 25 per cent in the bond market. This happened despite massive intervention by the world's central banks to support the dollar. Indeed, during this period they were simply printing money to finance the whole of the US trade deficit and, directly or indirectly, more than 80 per cent of the budget deficit.

At first the world's financial markets failed to grasp the full implications of the fact that we have moved, de facto, back into a world of fixed (but hopelessly adjustable) exchange rates. Once confidence in the dollar recovered in mid-May, high US interest rates began to look attractive again, and started pulling up Japanese and German rates. At the same time

the Bundesbank and the Bank of Japan started trying to mop up the money they had printed to defend the dollar, thus validating the rise in interest rates in the eyes of the markets. So by mid-summer the gap between US interest rates and the rest of the world had narrowed quite sharply, and it only took some last monthly trade figures to set off a new run on the dollar.

By early October three things were becoming apparent. First, the whole level of world interest rates was being ratcheted up. Second, the central banks were trying to defend the dollar at a level that was unsustainable over the longer term. Third, massive intervention to support the dollar at that level could not continue indefinitely because of its potential inflationary consequences.

While the world's bond markets have been in a slump since the beginning of the year, however, the bull markets in equities continued, especially on Wall Street, in Tokyo and in London. Clearly both markets could not be right, because the gap between the yield on bonds and equities rose quite out of line with historical norms. What happened last week was that the world's equity markets realized that they were wrong and the bond markets were right. The result was a massive portfolio shift.

This explains one of the oddities of events over the past few days. The trigger for the slide was clearly the bad US August trade figures and the hint by Mr James Baker, the Treasury Secretary, that the dollar should go down. But the dollar has been surprisingly stable. This suggests that once the slide gathered momentum the main driving force was a shift out of equities in all markets, rather than a shift out of the American market.

What happens next? Quite possibly equity prices will stabilize for a while at a lower and more realistic level, and to that extent the world will be a safer place. But suppose that the equity markets soon re-emerge. Who is going to be prepared to lend the United States the \$10-15 billion a month which is going to be needed to finance its trade deficit? So once the shock waves settle, the mar-

kets are going to start worrying again about next month's trade figures, and we are likely to see renewed downward pressure on the dollar and upward pressure on US interest rates.

True, the drop on Wall Street will act as a second corrective mechanism cutting back private spending. Americans have suffered a one trillion dollar capital loss since August, and it would be surprising if they do not start saving more and spending less. The cost of equity capital has risen, and the recent pick-up in investment demand may fade. Painfully, investment will start coming down in line with the inadequate level of domestic savings.

There is of course a much better way of doing this — by cutting the budget deficit. If the United States is to stop borrowing from abroad for a while, as it should, the budget deficit needs to be cut by at least \$100 billion over the next two years. Unfortunately, as Britain learned to its cost, there is a great deal of difference between the confidence-building impact of action to cut an excessive budget deficit before the markets lose confidence, and the impact of the same measures after the markets have begun to "speculate".

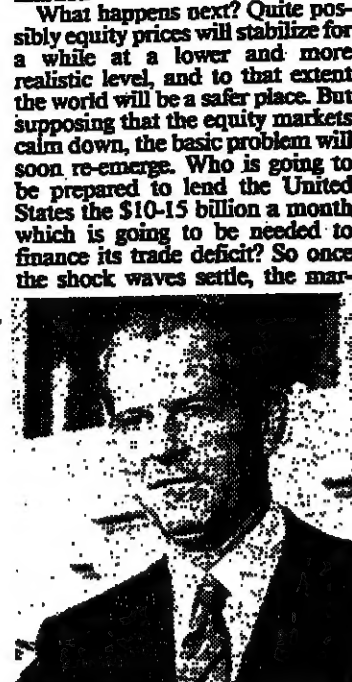
So on Black Monday the starting game went up in a race between economic reality and political immobility. More or less everybody in Washington knows what has to be done, except the President. How long it takes to get him to face up to reality will largely determine the future course of events: whether we see only a relatively moderate slowdown in the US economy next year, followed by a strong recovery, or rather a further loss of confidence in the world's financial markets, and a sharp recession spreading out through the world economy. In the end economic reality will prevail, but time is now extremely short.

Wall Street: the crisis is far from past

by Stephen Marris

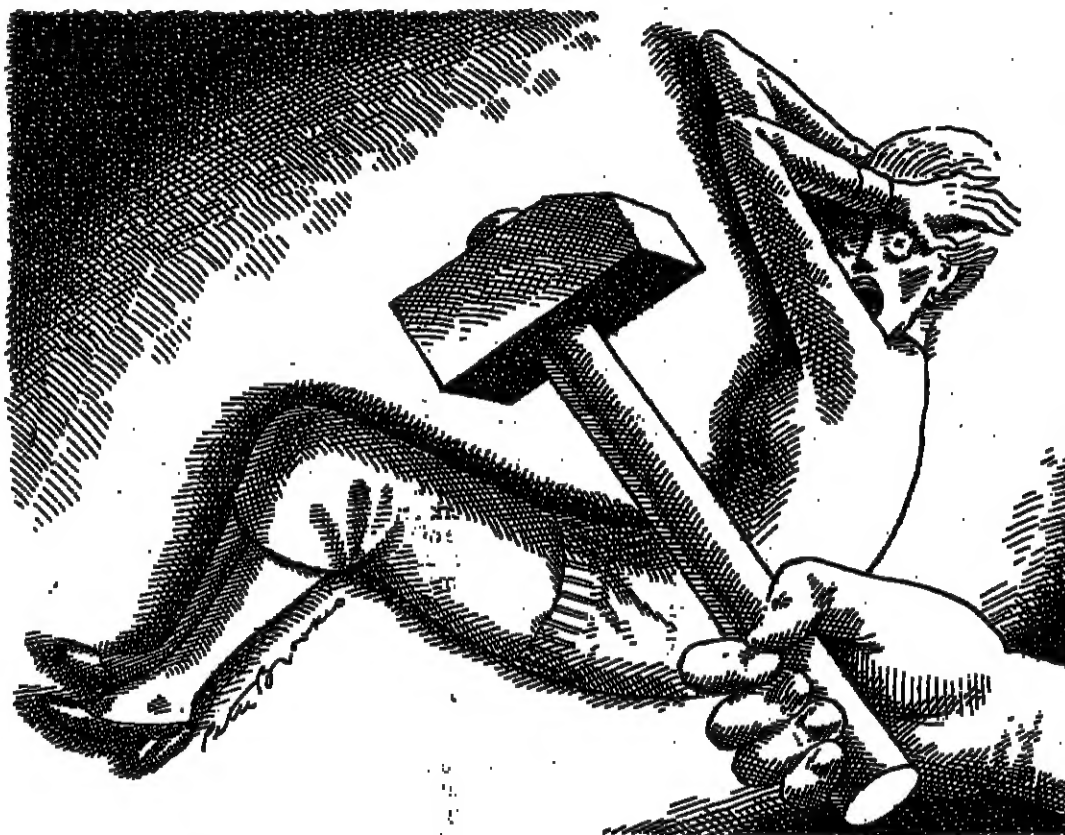
James Baker: can he convince President Reagan that only a big cut in the budget deficit can restore order to the markets?

Stephen Marris is senior fellow of the Institute for International Economics, Washington DC, and author of *Deficits and the Dollar: world economy at risk*.



James Baker: can he convince President Reagan that only a big cut in the budget deficit can restore order to the markets?

A shattering of faith



Mary Dejevsky, recently in Moscow, illustrates the limits on glasnost with the story of a Communist Party stalwart beaten and imprisoned in a psychiatric hospital for doing her duty

In May 1984 she was dismissed for incompetence after a general inspection of the school and expelled from the party. The formal notification of dismissal accused her of not being able to keep discipline, tolerating an unsatisfactorily high level of truancy and harbouring too many juvenile delinquents. She objected in vain that these problems had begun in the time of her predecessor and one year in the job was insufficient for her to rectify them. She pleaded, correctly, that discipline was the responsibility of the senior teachers; but the dismissal stood, and Zinaida Petrovna — now unemployed and listed for transfer to a more junior post elsewhere in the Volgograd education system — began a crusade to clear her name.

Supported by her husband, Alexander Filipovich Kutuyvina, a major in the Red Army of 26 years standing who had just retired to the reserve, she petitioned all the regional authorities, party, government and judicial, complaining that she had been victimized for revealing the corruption scandal at school. No 70. She also objected that her predecessor had evaded prosecution. (She was actually readmitted to the Communist Party last year after a brief period of disgrace.) Aleksandr Filipovich meanwhile, in the course of his work in the reserve, had stumbled on another aspect of the Volgograd corruption racket: nepotism and bribery in the allocation of apartments. He and his wife started to make common cause.

In November 1985, having exhausted all local instances, they travelled to Moscow to petition the Presidium of the Supreme Soviet, as is the right of every aggrieved Soviet citizen who has not received satisfaction elsewhere. But their hopes of justice faded when they saw that the deputy head of the reception department was a certain V.I. Zabaznov, a former party official in Volgograd and a member of the very network they were trying to expose.

After being kept waiting for five

hours, they were finally shown into a small office where they were received not by a member of the Presidium but by six thugs who set on them, beat them, tied their wrists and bundled them into a car which took them to Moscow's Gannushkin psychiatric hospital. There they were forcibly injected and sedated. Zinaida Petrovna spent the next five days in semi-slavery, she experienced convulsions and her veins bulged in a way which frightened her.

After 10 days in hospital and the intervention of their daughter (who had flown in especially from Tashkent), they were discharged late in the evening, taken to the railway station and put on the train back to Volgograd. They were warned that any complaints would make them liable for criminal to a mental hospital for a minimum of 12 months.

Having taken their case thus far, however, the Kutuyvins were fearless. They visited several paying hospitals in the Russian Federation and had examinations which declared them fully fit and sane. They marshalled witnesses, including several who had heard the struggle in the reception office of the Supreme Soviet in Moscow and who offered help. A number of those witnesses have been subsequently harassed; their flats have been searched and they have been detained on other pretexts.

One, Aleksandr Mironov, who was at the Supreme Soviet to petition for reinstatement as a trade union official after exposing corruption in his home town of Kazan, was committed to Kazan psychiatric hospital in August 1986. He was found dead six days later, after falling — or, according to his mother, being pushed — from a third-storey window.

Mironov now has memory, has been added to the list of those for whom the Kutuyvins are campaigning. At the end of last year they bought a typewriter and carbon paper, taught themselves to type and wrote petitions, to local officials, to national officials,

Ronald Butt

Disdain versus manners

It is a sensible rule of thumb for columnists not to take issue with other columnists' arguments. If I seem to break it now, this is appearance rather than reality. I am taking issue here not with an argument but with an act of social behaviour, which is a much greater breach of convention than for me to discuss another column.

On Monday Mr Bernard Levin chose to reproduce a verse of unmitigated obscenity to illustrate an argument. A poet, Mr Tony Harrison, who is well known as poet of these days, and is rightly well regarded for some of his work, including translations for the National Theatre, has written some verses called *us* (for *us*). Having read the whole work I have an opinion about how far it constitutes poetry, but I am not offering literary criticism and will only say that I do not think anyone could construe the two verses reproduced by Mr Levin as poetry, if poetry has anything to do with heightened awareness.

The first was of harmless banality, describing the "verses" of contemporary life in doggerel of a kind that might be written by a politically minded youth who had well absorbed the sociological platitudes of the age about conflict, including the unending violence of "us" and "them" personified by "Coal Board MacGregor and the NUM." The second was simply concentrated obscenity. The verses were inspired by Mr Harrison's resentment on finding the headstones of the cemetery where his parents are buried desecrated by the obscenities of skinheads using spray cans.

Mr Harrison was deeply outraged and offended. Who would not be? So he wrote his poem (let us call it *that*), in which he reproduced the filthy and aggressive abuse of speech which passes with skinheads as communication. I repeat: he was offended — so there can be no question of arguing that these are just neutral words and sounds which ought not to offend us or which can be sent to the literary dry cleaners and rehabilitated for daily use, an argument sometimes heard in the Sixties when our literature was liberated from restraints which had not made it noticeably inferior to what has since been written.

Words convey what they are intended to convey and these words are used for verbal violence which is not always disconnected from the urge for physical violence. Mr Harrison, writing out of anger, reproduced with skillful contrivance these brutal utterances with a curious rage that sometimes seems to become something almost like religion. If the purpose of poetry is to enhance understanding, then the unrestrained use of this verbiage is not poetry. You can read it on walls all over the place. It tells you only what you know already. Still, the minority who buy and read the poem are unlikely to have their language or their spirit corrupted by it. However, it was another matter when it was decided that Mr Harrison should read it on Channel 4 late at night and that it should go into

people's homes. It is not fit to be heard there, but, at least Channel 4 is able to give a warning. The real objection to the broadcast is not that the poem will corrupt viewers but that use can be made of its obscenity as a precedent in other programmes just when the BBC and IBA are trying to diminish their output of obscene language and violence. They certainly need to do so. How can parents and teachers convincingly tell the next generation not to do what Mr Harrison objects to if obscenity is authorized by television?

Yet even this is not my main point. Mr Levin feels that this is a substantial poem which should properly be heard on television and the head explained his case by arguing that alone he would have heard nothing from me. Instead he both produced a verse with a profusion of obscenity out of context and also repeated several times a four-letter word with evident gusto, on the grounds that it should not be censored because some "quite respectable" people have been known to use it in restricted circumstances. He then denounced as snooty-bounds or book-burners anyone who objected to the broadcast and condemned as a "campaign" the opinions of those who took this view as though his own article was not likewise part of a contrary campaign.

Thus, believing that it helped his case, he chose to victimize those who, without being silly, ignorant, or prudish, do not wish to find themselves and their families faced with obscenity on the breakfast table, in what was clearly a gratuitous taboo-breaking exercise. But who is Mr Levin to say that society may not have its taboos or to assume that people have no right to be offended by what he chooses to say because he is saying it? What good reason can there be for giving the quotation out of context in a way which actually makes it harder to justify the poem as a whole. Its only purpose must be to assert that only fools would be offended by what he chooses to write.

Mr Harrison, enraged by the graffiti of the graveyard, wrote his poem in anger and seemed to have been taken over by the words he used. Mr Levin then, without warning, presented his readers with the worst of them, outraging many just as Mr Harrison was outraged in the cemetery. It is the same offence committed against many more — and for what purpose?

Mr Levin does not seem to be arguing that this vocabulary can be cleaned off its accumulated dirt and violence. Indeed, the burden of his argument on one level is that it is offensive. But he also clearly despises anyone he thinks might be shocked and is determined that they should accept his criteria of what is sayable and writable in the context of a newspaper. But there is a difference between being shocked (who now has much shockability left?), and being offended by breaches of good manners. I can see no rational reason why we should take our notion of public good manners from Mr Levin.

however... Joseph Connolly

Jingles that jar for ever

Recently, engaged in a live interview for commercial radio, I got rather fed up when the conversation was periodically stopped to make way for a succession of mindless ads and nerve-grating jingles. What is it about jingles, I got to wondering, that makes one so passionately pro or anti? And why do the silliest jingles of all jangle on in the mind for decades?

My indoctrination into this world of rapid-fire salesmanship dates from the introduction of commercial TV in the 1950s. Very mundane products were promoted initially, with the emphasis on cosy little playlets rather than zippy tunes. Thus, almost nightly, we were confronted with housewives who, when not telling Stork from butter, were tearing "Brand X" wrappers from packets of Daz, and swooning on the spot; suburban Ferial Dums, Square Deal Surfex and Omo-philes were further wooed by the promise of plastic flowers in the supermarkets (which I well remember — I raced in demanding a packet of Daff and my free dazodil).

The preoccupation with cleanliness and hygiene extended into the home (Flash-dipped squeeze mops cutting a dash across checkered floors) and on up to the human body itself — Vaseline, Loxene and Lifebuoy. Only later did the jingle move in, but still advertising fairly downbeat stuff — more cleaning agents ("Wipe it off, Windolene — Wipe it off, Windolene") and smelly two-gallon drums of paraffin, the warring factions being the Pink ("The Cadillac-ada — Ring for Pink") and the Blues ("Boom-Boom-Boom-Boom — Esso Blue" Catchy, but not very romantic).

Soon, rather more seductive consumer durables were given the treatment, most being firmly directed at either males or females, but rarely both. During one memorable advert a man was asked what he most wanted from his shirt. You might have thought that adjustable gussets and Velcro fastenings might have come high on the list. Not so: "Clean good looks, spare collar too — it all adds up to a Double 2." And for the ladies? Well, there was *Palmtree*

("Milder than olive oil, smoother than olive oil — gentler soap of all") or *fabulous* pink Camay (containing perfumes costing! guinea an ounce, much to the delighted bewilderment of every one asked to fork out only 10p per tablet). If soap did not wholly satisfy, there were goodies: "Give her Malin — Malin New Berry Fruit: six different flavours, it's heaven to choose!" — while never forgetting the blatant truism that: "All girls love Doree Box chocs those luscious, creamy milk chocs — oh, those centres in Dairy Box!"

What girls certainly did not love, however, were cigarettes — eagerly pushed, in those far-off days, but either by men alone or by men with their Labradors — this despite the trendy jingle for a brand with a somewhat unlikely name: "Today's cigarette range of products — Bring happiness with Hoover!" (sung, Mamnoon must have been delighted to hear, to the tune of "Christ the Lord"). And to get Miss December 1958 looking her best for the party? A before and after: "This poor girl had tired hair. Tired hair, that spoiled her fun — But who came along and saved the day? Silvikin! shampoo! See what Silvikin can do for you — 'Cos Silvikin put the 'oo' in shampoo-Oo!"

I shall now put up my Pirelli-shipped feet, light a Manikin, dip into half a pound of Good News, and enjoy a nice cup of Lyons Dividend Tea.

سجدة من الامال

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THE POLITICS OF IT ALL

So, as well as the wise few who sold their shares before last Friday, who benefits? No matter how great a disaster, man-made or natural, someone always benefits. Depending on the nature of the disaster, the beneficiaries can be undertakers, lawyers, makers of burglar alarms — or, in this case, politicians. In the 1988 American presidential election, the beneficiary of the 1987 Wall Street Crash is going to be some politician or other. But who?

It is irritating that it should have to be any of them. American politics is the profession which comes least well out of the events in the stock markets over the last few days. If the crash has any single great cause, it is the failure of President and Congress to cut the United States budget deficit. As events unfold, it increasingly looks as if that was a failure of more than individual politicians.

When the Dow Jones Index plunged by a record 22.6 per cent on Monday, it was not a failure of the American economy, or of the market system. It was a hostile comment on one crucial aspect of the American political system. That is, the inherent reluctance of President and Congress either to raise taxes or cut government spending for fear, either way, of being voted out of office. The same would be true of politicians the world over. But in the United States the reluctance is built into the country's political institutions.

Only the two houses of Congress, however, can raise or cut federal taxes. Normally, the President proposes tax rates to Congress, which — after much ado — passes them. But the Congressional majority — in one house in Mr Reagan's first term, and both houses in his second — was drawn from the Democrats: the traditional party of welfare spending. An elaborate charade ensued between Republican President and Democratic Congressmen. The President signalled to blue collar and conservative voters that he was against public spending in general, except on defence. The Democratic Congressmen signalled to ethnic minority and liberal voters that they were in favour of public spending in general, except on defence.

This was a departure from most historical experience. Historically, it has been rulers who wanted to spend money, and legislators which denied it them. Mr Reagan was anxious not to raise taxes, the Congress anxious not to cut welfare domestic spending. Whether, left to their own devices, the Democratic Congressmen would have raised taxes to pay for that spending remained unclear. Their 1984 presidential candidate, Mr Mondale, in a rare burst of candour, said he would do so, and it

helped bury him in the second Reagan landslide. The party's presidential contenders for 1988 have so far avoided such clarity.

Mr Reagan was able to induce Congress to cut public spending by about 17 per cent, or rather, to cut the rate of increase. But such cuts, and the president's unwillingness to raise taxes, meant that the American Government did not have enough money of its own to finance its many activities. Hence the need to persuade foreigners to lend to it, especially the richest — the Japanese.

Naturally, the foreigners wanted to receive the largest interest possible on these loans, and the Americans wanted to pay the least. Last week, Mr Baker, the US Secretary of the Treasury, said he was prepared to see the dollar lose value rather than put up interest rates. That meant a fall in the value of all dollar-denominated holdings, not just loans to the US Treasury. So the foreigners began to pull their money out of American companies. Then Americans did the same. Mr Baker's remarks were only the last of a series of events which showed that American leadership was failing. Even Mr Reagan's loss of Judge Bork was a factor. Whatever the direct cause, the result was a crisis — but one which, whatever its economic consequences, had political causes.

And the beneficiaries? If the crisis goes on, Senator Dole stands to benefit among Republican presidential contenders rather than Vice-President George Bush or Congressman Jack Kemp, the internationally known figure who is so far the only candidate of the Republican Right. Mr Dole is identified with tax increases to solve the budget deficit, Mr Bush with Mr Reagan, and Mr Kemp with tax cuts. But there is no evidence that Mr Dole, as President, would have been any keener on tax increases than Mr Reagan. He would have been relying, for election, on the same voters.

The effect on the Democrats, if the crisis continues, looks like being equally illogical. The crash is thought likely to increase the chances of an old-fashioned Rooseveltian Democrat, even though Roosevelt became identified with deficit financing. Of the declared candidates, Mr Simon, of Illinois, is recognisable as a Rooseveltian — but is unrecognisable to most voters outside Illinois. That means there will be enormous pressure on the undeclared Governor Cuomo, of New York, who is the most popular undeclared candidate among the educated class since Adlai Stevenson in 1952. He lost by a landslide to the Republican. So the illogicalities are endless. But, then, the American political system is not at one of its great hours.

WHEN THE MUSIC STOPS

Whitehall's Permanent Secretaries are playing a little musical chairs. The knights at employment and defence go to defence and the Home Office. The Secretary of the Cabinet soon hands over to a rather similar man from the Treasury. The only audible sound is a faint purring — as if from contented cats.

We are not surprised. It has been clear for a little while that the habits, personnel and structures of the London Civil Service will outlast the Thatcher era, intact. The latest appointments signify business as usual.

Sir Michael Quinlan and Sir Clive Whitmore, the "new" men at Defence and the Home Office, might take that description as something of a compliment. They have been dogged during the past few years by an accusation which civil servants find most uncomfortable: that their appointments were the result more of Mrs Thatcher's initiative than that of the meritocratic machine. Conspiracy theorists glibly put it about that she was recasting the service in her own image, filling top jobs with placemen. Quite the reverse. It would be difficult to argue that today's Permanent Secretaries' club is significantly different from what might have been predicted by a close observer of mandarin form in 1979.

To call these appointments business as usual is not, however, meant as praise. What was always the real charge against Sir Clive Whitmore and the other supposed beneficiaries of prime ministerial favouritism was that they were too much the traditional Whitehall type, part policy adviser, part courtier; that they were not sufficiently different, not educated in the managerial arts, not possessing proven track records in extracting maximum efficiency from huge organizations.

Of course the Thatcher years have seen the civil service shaken. The causes of disturbance have, however, been in many instances trivial — mostly loose talk by ministers that could be

read as denigration of public service altogether. The grander symbols of a new approach to central government by Mrs Thatcher, the various efficiency and management initiatives, now appear to have run into the sand.

The once much-vaunted Financial Management Initiative today bears little against immovable objects (the autonomous Whitehall departments). The Prime Minister's Efficiency Unit has retreated into the woodwork of the Cabinet Office. Sir Robin Ibbot's report, 'The Next Steps', by all accounts a stimulating extension of the principles on which the Unit's specific studies have been founded, languishes.

The Management and Personnel Office, the locus of Whitehall lore of "value for money" has been dismembered. Its fate is reminder of how conservative Her Majesty's Treasury is. The Treasury has now reproduced the status quo ante... ante 1969, when the Civil Service Department was first created.

The theory till now has been that, after one push from the Prime Minister, such momentum would be created in the departments that management initiatives would become self-perpetuating. It is difficult, surveying today's terrain, to believe that is true. The push from the centre needs to be constant. Here is where Sir Kenneth Stowe's management board for the Civil Service — another great plan banished to a dusty shelf — might have supplied the impetus.

Modernization of the machinery of government — its professionalization, and the enhancement of its ability to manage great blocks of men and money — ought to be part of the action for the third term. The issue is not the Prime Minister's determination, but the mechanics by which it is to be brought to bear. It is in that department, thinking about the machine, where she has been so sadly conservative.

MR TAKESHITA TAKES OVER

After a marathon private session earlier this week, Japan's ruling Liberal Democratic Party, an organization renowned for being neither liberal nor democratic, propelled Mr Noboru Takeshita to the helm of the world's second most powerful industrial nation. Though widely anticipated, this has been greeted with foreboding in most Western capitals. Despite Mr Takeshita's formidable grasp of Japanese factional politics, he is regarded, both at home and abroad, as a pale imitation of the man he is about to replace.

He defeated two rivals. Mr Kiichi Miyazawa is a fluent speaker of English and French who advocates expansionist economic policies to warm the heart of any US Treasury Secretary. Mr Shintaro Abe is a former foreign minister, with a keen interest in the world beyond Japan. By contrast, Mr Takeshita recalls the political non-descripts that ruled Japan prior to Mr Nakasone.

A certain *déjà vu* surrounds these misgivings. When Mr Nakasone came to power in 1982, most Western observers dismissed him as yet another introspective conservative. To their astonishment, Mr Nakasone rapidly rose to the task confronting him. In the face of considerable domestic opposition, he began to

restructure the Japanese economy, away from exports towards expansion at home.

Mr Nakasone took interest and initiatives in foreign affairs, particularly in the Persian Gulf and in Latin America. He was also primarily responsible for the abrogation of the one per cent GNP ceiling on defence spending. But it is the impact of Mr Nakasone on the office of prime minister itself which is likely to be seen as his single greatest achievement. For this reason Western dismay at the appointment of Mr Takeshita is, to say the least, premature.

Japanese politics have traditionally been conducted within a rigid hierarchy. But it was a hierarchy without an apex. There was no one at the top to make decisions. Mr Nakasone's presidential style, and his willingness to fight for policy and principle — in the face of entrenched bureaucratic interests — has given the office an importance unprecedented in Japanese post-war history. In the process the balance of power has tipped away from mandarins to elected representatives.

This is the legacy that Mr Takeshita will inherit when he takes up his new post. If he fails to carry on where Mr Nakasone left off, he will have lost an historic opportunity to help Japan adjust to its proper role in world affairs.

Community work in lieu of prison

From Mr Iwan Miles and Mr Bill Weston

Sir, In the attempt to reduce the excessive use of imprisonment and to have more offenders dealt with successfully in the community, there is no need to pursue "unpleasantness" for its own sake (report, October 13).

Two things in particular prevent the courts from making further use of community-based measures on a scale that would significantly yet safely reduce imprisonment.

One is our continued inability in the probation service to develop regular liaison arrangements with judges of the kind that have long existed successfully with magistrates' courts. As a result, despite all efforts, judges generally remain unaware of the real nature of the non-custodial measures at their disposal.

With magistrates, on the other hand, there is the opposite problem. Probation officers are continually having to ask them to go slow on the use of probation and community service because they are short of the resources to supervise the numbers of orders courts would like to make without diluting supervision unacceptably.

No such constraint, of course, applies to the courts' use of imprisonment; at 20 times the cost per case, it enables risk to be temporarily forgotten rather than tackled constructively, and although so manifestly ineffective in terms of future criminal behaviour for many offenders, it easily meets most criteria of "unpleasantness".

In community service, the probation service is actually responsible for administering and managing a punitive sentence on behalf of the court. Although the Wootton committee in its original proposals recognised that there were elements of retribution, reparation and even hopefully reformation in community service, the probation service has been clear from the outset that it is a high-tariff sentence requiring

rigorous management and clear breach policies.

The service generally has considered community service as an alternative to immediate imprisonment, primarily because it was introduced in the first place in the search for alternatives to custody and accepted by Parliament as such; and next to immediate imprisonment it is the most serious invasion of personal liberty.

Yours faithfully,
IEWAN MILES (Secretary,
Central Council of Probation
Committees),
BILL WESTON (General
Secretary, Association
of Chief Officers of Probation),
Central Council of Probation
Committees,
38 Belgrave Square, SW1,
October 15.

From the Chief Probation Officer for Lincoln

Sir, One wonders if the derogatory comments about community service for offenders, reported on October 13 as emanating from a Home Office minister, was intended as the start of a serious debate about the future of this highly successful sentence of the court.

In this county community service is used by magistrates in 67 per cent of the cases where probation officers have recommended its use. Generally it is ordered in circumstances where the court were considering imprisonment, with 43 per cent of our community-service workers having already served a custodial sentence.

It is not a "soft" sentence; it is a highly effective one, used with considerably less reluctance on the part of magistrates than the unnamed minister suggests. Yours faithfully,
S. L. MINSHULL,
Chief Probation Officer,
Lincolnshire Probation Service,
17 The Avenue,
Lincoln,
October 16.

Reading of 'v'

From Mr A. B. Ball

Sir, In your issue of today's date (October 19) Mr Bernard Levin criticizes the opponents of the reading on television by Mr Tony Harrison of his latest work, 'v'. I have been an admirer of Mr Levin for many years, and support him in most of what he says, but this time he has got it badly wrong.

The point is not one of Mr Harrison's standing as a poet. It is not even that of the excellence or otherwise of the work in question. It is that of the extent to which skill in constructing a work of art and its resulting excellence of form justifies or excuses the use of dubious materials in the making.

Yours faithfully,
A. B. BALL,
15 Eeles Road,
Holt, Norfolk,
October 19.

From Mr Rex Collings

Sir, Some intemperate language has been used to condemn Tony Harrison's poem, 'v', and by association the poet. In the past, taste or acceptability has often been a matter of fashion, of what then was "trendy", and poets have not infrequently had to wait until huffed by death for recognition and understanding.

For some readers Tony Harrison's work may be too sombre, too gloomy to be enjoyed or too bleak to be appreciated; for others, particularly those living in the affluent south or in the comfortable suburbs, too remote to be real. What does distinguish his work is his truthfulness.

It may be this that troubles the consciences of his critics. For his truthfulness is as much an indictment of the society in which we live as Dickens's was of the evils and failings of Victorian society and Victorian values.

It is perhaps proper that I should declare an interest: I am one of Mr Harrison's publishers, but alas, not of 'v'. I wish that I had been. Yours faithfully,
REX COLLINGS, Director,
Rex Collings Limited,
38 King Street, WC2,
October 19.

Policy centre's role

From Sir Alfred Sherman

Sir, Ronald Butt's reference (article, October 15) to the role of the Centre for Policy Studies — "a powerhouse of Thatcherite thinking when Thatcherism was a creed fighting to be heard, but that creed is now orthodox" — shows misunderstanding of what the centre set out to do.

Mrs Thatcher has always denied that any such creed as Thatcherism exists and would argue that she has simply articulated a public mood to shake off the accretions of the post-war years. Her party gained less than half the vote at the last elections while not all its members at any level accept all the ideas and objectives ascribed to her.

When, on the morrow of the first 1974 election defeat, I proposed the centre's creation to Sir Keith Joseph and helped set it up, the last thing either of us sought was a new orthodoxy. We sought continuous re-thinking of our situation, in the knowledge that ideas inevitably lag behind events. This is a task whose necessity will never diminish.

We did not consider the Conservative Party as the sole or even main target for discourse. What a Conservative government or opposition can do at any given time is

EEC passport

From Mr A. H. P. Humphrey

Sir, My British passport states: 'Her Britannic Majesty's Principal Secretary of State for Foreign and Commonwealth Affairs Requests and requires in the Name of Her Majesty all those whom it may concern to allow the bearer to pass freely without let or hindrance and to afford the bearer such assistance and protection as may be necessary.'

When I receive an EEC passport, will it state that all the foreign ministers of the EEC countries request and require... so that I can look to any or all of their consuls to assist and protect me outside the EEC?

If not, what is the point of the change to an EEC passport? Yours faithfully,
A. H. P. HUMPHREY,
14 Ambrose Place,
Worthing, Sussex,
October 15.

Work in Wales

From the Chief Executive of the Welsh Development Agency

Sir, Your Spectrum article, "The many hands making work" (October 13), described the massive agents involved in economic development and inner-city regeneration throughout the UK.

However, the article states that the Welsh Development Agency's main business has been promoting Wales to industrial investors. This actually occupies only some 3 per cent of our resources; our major activities are, in fact, concerned with venture capital, property development and business consultancy.

We are productively engaged in improving the economic prospects for Wales and this can only be achieved by a broad range of programmes and initiatives and not solely by inward investment.

Yours faithfully,
DAVID WATERSTONE,
Chief Executive,
Welsh Development Agency,
Pearl House,
Greyfriars Road,
Cardiff,
October 16.

determined by many factors besides its own current orthodoxies. They include both the wider climate of opinion and the degree to which ideas harmonize with the beliefs and values which also determine behaviour.

It was thanks to our consideration for the wider context within which ideas and policies operate that the influence of the CPS during the period under discussion was so disproportionate to its resources. We sought to apply unfettered thought to matters great and small, free from party-political considerations. We were sceptical about the idea of general principles and specific application, which was borrowed from the world of physical sciences.

At the most general level, my reading of the human condition is that fresh, independent, incisive thinking is equally necessary at all times. The difficulty — to which Mr Butt does not address himself — is that propinquity to power exerts an inhibiting effect on thinking, since all fresh thought comes to be suspected of questioning established policy lines.

Yours faithfully,
ALFRED SHERMAN, Chairman,
Policy-Search,
14 Tufton Street,
Westminster, SW1,
October 15.

Librarians' misgivings on records

From the Master of Emmanuel and the University Librarian of Cambridge

Sir, Sir Geoffrey Elton (September 25) and others have made clear their reservations about the British Library's proposals for bringing the bibliographic records of the British National Bibliography up to date. What does the "library community" think about them?

The commitment in the British Library's strategic plan to improve access to the records of recent publications was undoubtedly welcome, but then the means by which this was to be achieved were not disclosed. Now that these are known, it is wrong to assume that the support from the library community is still there.

Indeed, the other five copyright deposit librarians have already expressed their misgivings to the British Library and dissatisfaction is by no means confined to them. Libraries which depend on British Library cataloguing services in any degree will be faced with the need to provide information which the British Library proposes to omit and their costs will be increased proportionately.

The case for using a central agency for cataloguing records assumes that standards for entries will not change and the present proposals clearly strike at the heart of the principle. The Library Syndicate in Cambridge are acutely aware of the costs to their cataloguing department which these proposals will incur and have protested already to the British Library. They have derived no comfort from the reply.

The fact is that the British National Bibliography is on a

slippery slope. The promised improvement by the use of the "cataloguing in publication" did not materialise and now lower standards still are being canvassed.

The British Library should heed Mr Whitaker (October 3) and look to the other major research libraries in Britain, which have long had to make up for the deficiencies of British Library services by cataloguing material often completely lost to the British National Bibliography, before undermining further its scholarly value.

Although a customer of the National Bibliographic Service, Cambridge University Library has to catalogue in-house at least 30 per cent of British materials received under the Act to meet the present shortcomings in British Library services. It would willingly contribute these records, which are compiled to British Library standards, to the British National Bibliography.

These records could only reduce the present numbers of items awaiting cataloguing and, far from making "very little sense" (Mr P. R. Lewis, October 14), such collaboration must at the least merit consideration before downgrading the service. This must be no less true of other national and university libraries.

If this is not acceptable — and it is difficult to see why it should not be — privatisation is very much in the air. Why not let the trade or even the Publishers' Association take it over? The product, we all know, will sell — it could even become "timely".

Yours etc,
DEREK BREWER,
FREDERICK RATCLIFFE,
Emmanuel College, Cambridge,
October 15.

Market collapse

From the Bishop of Worcester

Sir, This is One World Week. As if to bring home our interdependence, the stock market in London has collapsed because it collapsed in New York. As a result, it will slide in Tokyo. Nor will it stop there. If interest rates go up, the indebtedness of the poor nations will soon pass, in dollars, the one billion mark and their annual earnings drop even more than at present.

We are told that the sophisticated economics of the West can stand the racket. This is not so among the poorer nations, any 25 of whose gap does not exceed in total the turnover of one thriving multi-national company. Such imbalance means a world polarized between the abjectly poor and the indelicately rich.

Create wealth we must. Can we not also go for greater equality in distribution? Imbalance spells instability and instability brings disaster and then even the rich man's castle is at risk.

One World Week is surely a realistic concept par excellence. The events of this week prove sharply that New York, London and Tokyo are on the same map. So also are Bangladesh, Peru and Upper Volta.

Yours faithfully,
PHILIP WORCESTER,
The Bishop's House,
Hartlebury,
Kidderminster, Worcestershire,
October 20.

A bad blow

From Professor W. T. Stearn

Sir, The understandable haste of public authorities to remove uprooted trees from their parks and gardens will result in the loss of most potentially valuable arboricultural information unless this is recorded immediately.

A tree receives nourishment from its whole root system but has to depend for stability in a gale upon only a third of this, i.e. the holding roots on the windward side. If these snap where the strain upon them is strongest, near the trunk, then the tree falls because of the wind pressure on its crown.

Street trees are handicapped by the uneven distribution of their roots forced upon them by paving; thus a birch tree which fell on a house here in Kew had no holding roots on the kerbside. If the roots hold, a gale can wrench off large branches, especially if weakened at the crutch by rot.

As a start, I would strongly urge local authorities to get their surveyors immediately to measure the girth, height and, if possible, crown size of fallen trees and their park superintendents to record the species or variety and to note the extent of the root system exposed. For oaks, poplars, willows and limes, a few leaves preserved will aid identification. Soil and other conditions can be the subject of inquiry later. This information can be collated and analysed in due course by a national arboricultural body. Yours faithfully,
WILLIAM T. STEARN,
17 High Park Road,
Kew Gardens,
Richmond, Surrey,
October 18.

Leaves in a storm

From Mr Raymond H. Little

Sir, Amid the leaves in my garden from trees blown about in Thursday night's storm I found today a copy, without cover, of *The Book of Normals of Meteorological Elements for the British Isles*, for periods ending 1915. It was published by the Air Ministry.

Has someone up there got a sense of irony? Yours sincerely,
RAYMOND H. LITTLE,
20 Cutbush Lane,
Stunfield,
Reading, Berkshire,
October 18.

ON THIS DAY

OCTOBER 22 1912

Isfahan (Esfahan), midway between the Caspian and the Gulf, was the subject of three articles: the last of these concluded with a broader view of British influence in Persia

BRITISH INTERESTS AT ISFAHAN.

RUSSIAN INFLUENCE.

... the familiar trend of foreign trade is British, and if only the roads were reopened it would thrive once more. Nevertheless it is no longer unchallenged, and it is probable that the Isfahan market is one in which the end British merchants must resign themselves to seeing their supremacy pass away. Insecurity on the roads has already sadly constricted it, and Isfahan no longer serves as a distributing centre for Western Persia and for Teheran and the Caspian provinces. But, apart from any question of security, British merchants must learn to realise that by agreement Isfahan is in the Russian sphere, and that Russian influence, hitherto unmet, must be expected to increase and English influence to wane. The truth is that in modern conditions the prevalence of English commerce and the English language in Northern Persia is something of an anomaly. In former times Russia was content with a military and political predominance. Business was not for her, and unless an English concession appeared to assume too large dimensions, as in the case of Reuter, internal exploitation was left to Englishmen. Thus it came about that England covered Persia with telegraph poles, and that England became the principal banker and trader in Teheran as well as in Isfahan and Southern Persia. She attained, in fact, a position in the north which she had no military or diplomatic strength to maintain. The capital is close to the Russian frontier, and is by many weeks removed from the Gulf. Russia therefore must in the nature of things always control Teheran, and now that she is no longer indifferent to commerce she has the means of making her power felt. This it is that the English trading community in Northern Persia are slow to realise. They complain of a diminution of English influence and of a lack of support from the Foreign Office. They overlook the fact that in the last resort there are few means of supporting Englishmen in Northern Persia, and that English banks and telegraphs are relics of an easier-going past. Their foundation to-day would be impossible. Isfahan is the central point between north and south, but by agreement it is in the Russian sphere. Its mercantile character is English, but in time it will be otherwise. No Englishman, perhaps, can see the change without a pang. But it has been so decided, and it is idle to regret it now. Some words of the 18th-century geographer have a certain aptness to the present situation, even if we hope that some fortunate issue may yet appear. He wrote:—"The great scheme of the English in trading with the Persians through Russia promised great advantages to both nations, but it has hitherto answered the expectations of neither. But nothing can be said with certainty on that head till the government of Persia is in a more settled condition than it is at present."

HEALTH

Should home birth be encouraged — or, asks Brigid McConville, are hospitals the safest option for mother and child?

Happy birthday?

This weekend, at the Wembley Conference Centre in London, Britain will host the first international conference on home births. Michel Odent, Wendy Savage and Sheila Kitzinger will be among professional and lay speakers who are convinced that home births offer considerable improvements and benefits for all women. As 99 per cent of women giving birth now do so in hospital, they would seem to be fighting a losing battle.

Many other professionals say that, for most women, home births are not only impractical but undesirable. Robert Atlay, honorary secretary of the Royal College of Obstetricians and Gynaecologists, believes that the risks attached to home birth are such that he would not want his own wife or daughters to have one. "Ten to 15 per cent of cases in which women book for births at home or in an isolated GP unit, end up being transferred to specialist units," he says.

Sheila Kitzinger, long-established guru of the "natural birth" movement, says that women ring her up four or five times a week trying to get home births and that those who do get them are invariably from "comfortable" backgrounds. "They have other help in their homes, they have a loo and bathroom on the same

floor as their bedroom." It follows that most home births are concentrated in the south of England.

One of the strongest advocates of home birth is the medical statistician Marjorie Tew, who will also be speaking at the conference. She says there is no evidence that well-regulated birth at home is less safe, although the official mortality rate for home births is higher than for hospital births. "This is because a significant number of home births are accidental, premature, or to people with social problems. The mortality rate for these women is very high and it raises the average for all home births."

The latest mortality figures for all deaths show that neonatal (in the first 28 days of life) mortality figures are 5.3 per 1,000 live births. UK perinatal (including stillbirths and death in the first week of life) are 9.9 per thousand. There is no shortage of theories about the best and safest way for a woman to give birth, yet many of those most intimately involved with the process — the consultants, obstetricians, midwives, GPs — have differing views.

The Times spoke to some of them to discover how, ideally, they believe women should give birth — and whether they, or their wives, followed their recommendations.

THE GP



Godfrey Fowler is a practising GP and head of the department of community medicine at Oxford's Radcliffe Infirmary.

Ideally... "Most healthy women are at low risk and do not need the facilities of a high tech obstetric unit. Women may be better off and less anxious in a natural, more relaxed environment.

"If it is a first baby and the woman is normal and healthy, we would offer her a birth in a GP unit which is in the same hospital as the consultant unit. But she would be cared for by the same GP and midwife team throughout. For a second baby, if the first were a normal delivery and the social circumstances were OK, we could book her at home.

"A problem of the change in fashion to hospital deliveries is that many doctors don't get the opportunity to participate in home deliveries and so they lose their skills and their competence."

In practice... "My wife suffered from being a doctor's wife. She was persuaded to have her first baby in hospital in a consultant unit. This was 20 years ago and she did not enjoy the experience.

"She had our second child at home, delivered by a GP and a midwife. She needed much less pain relief in the second delivery as she felt much more relaxed. If we were to have more children we would be happy to have them at home."

THE CONSULTANT



Victor Lewis is Senior Consultant in Obstetrics and Gynaecology at the Watford General Hospital in Hertfordshire. By January 1988 its maternity unit will contain the most advanced diagnostic equipment in the country.

Ideally... "The doctor's role is to give his opinion and not to permit a patient to tell him what should be done. For the best ante-natal care you need to have a patient booked in to hospital fairly early, to be seen at regular intervals by the same person. The biggest cause of the loss of babies these days is death in late pregnancy.

"Ideally, a patient should be monitored right through her labour. She should be looked after and delivered by a midwife. But midwives are for normal labours; doctors are to deal with complications.

"Women's Libbers say that doctors interfere too much. But one in four births needs assistance."

In practice... "I wouldn't dream of having home confinements. My three children were born in hospital. One was a breech birth and there was talk of a Caesarean. Another was delivered by Keillands forceps. My wife had epidurals for each birth and was monitored throughout. Her labours were long and not easy. She's the typical doctor's wife."



Vivienne Parry: 'Nothing would induce me to have a home birth. Hospital to me is a friendly place to be'

THE BIRTHRIGHT ORGANIZER

Vivienne Parry is National Organizer for Birthright, the charity which funds medical research for the better health of women and their babies. She is expecting her second child at any time.

Ideally... "We get a lot of letters from women and those who are the most disappointed are the ones with great ideas. Nine times out of 10 the birth turns out to be different from what they had planned. You've got to be flexible.

"Nothing would induce me to have a home birth. Hospital to me

is a friendly place to be as I'm used to the hospital environment. But choice is important. Birthright is all about the joy of a healthy baby. If your ideals of birth mean you are suffering and too exhausted to enjoy that baby, it's very sad."

In practice... "My first child was born at St Mary's hospital in Paddington. I was an NHS patient delivered by Mr Pinker (the consultant who delivered Prince William and Prince Harry). The baby was a posterior presentation, so I had an epidural. It was wonderful.

"I had a lovely relationship right from the start with my son — partly because I wasn't exhausted

and I hadn't been racked with pain. I'm going back to St Mary's and if the going gets rough I'll have another epidural."

THE NCT TEACHER



Alison Heffernan gives classes about childbirth to pregnant women as a teacher for the National Childbirth Trust.

Ideally... "In the NCT we're supportive of the home birth movement, but it's not true that we are all about drugless, non-interventionist labour. The NCT is for all mothers.

"I feel great sadness for the devaluation of the midwife. A midwife gets a much better, three dimensional picture of labour through her hands and ear trumpet than through the one dimensional picture on a monitor screen."

"I feel very strongly that women ought to know the effect of the drugs they take in labour and that they need to feel comfortable in the place they are in."

In practice... "I had my first baby in hospital, very rapidly after a three-hour labour. I was absolutely terrified by the speed of it. I am sure my NCT teacher did talk about short labours, but I just didn't take it in.

"My second baby was born inadvertently at home. My labour progressed so quickly that I told my husband I was going to stay put and he got on the phone to our GP. My husband delivered the baby, but our midwife, GP and consultant were all there within a very short time.

"I decided to go to hospital for my third baby. I enjoyed this birth most. I had all the possible support from my midwife and obstetrician."

THE HOSPITAL MIDWIFE



Margaret Washington has been a midwife at the John Radcliffe Maternity Hospital in Oxford for eight years and is a parentcraft teacher.

Ideally... "As a midwife you know what problems can crop up — from foetal distress to haemorrhage. Your pain threshold may not be as high as you had expected and you may need an epidural. So mainly I think that hospital birth is best."

"The Domino (Domiciliary In and Out) scheme is ideal, where the same midwife looks after you during the pregnancy and delivers you in either a GP unit or in consultant beds. It's the best of both worlds: a safe environment for delivery and you get home about six hours after the birth.

"In labour you want to have a midwife that you know and trust. Confidence is so important. And you want the same midwife to care for you through pregnancy, birth and post-natally.

"Preparation beforehand is also very important. If you know what to expect, anxiety, and so the pain is less. I would like to see parentcraft classes in three stages — for early pregnancy, for labour and post-natally."

In practice... "My first labour was the pits. I was 12 days late so I went into the John Radcliffe to be induced.

"The baby's bowels had opened in utero, so I was monitored throughout — which I agreed to. But the baby was in a posterior

position and in the end I had an epidural, a Keillands forceps delivery, an episiotomy and stitches. Then I had a post-partum haemorrhage. It was a bit harrowing.

"My second delivery, also at the John Radcliffe, was my ideal. I had a three and a half hour labour, no pain relief, a normal delivery and no stitches. My midwife was so supportive that I didn't need drugs. She delivered me on the floor, leaning against the bean bag.

"I still bicker for a home delivery, but my husband would not be happy with it."

THE RADICAL MIDWIFE



Jilly Rosser is an independent midwife, practising outside the NHS. She is also information worker for the Midwives Information and Resource Service, MIDIRS, and a member of the Association of Radical Midwives. She was recently suspended by the North-East Thames Regional Health Authority after an emergency case in which she accompanied a haemorrhaging woman to the Whittington Hospital, Highgate, north London, by car (a five-minute journey) rather than waiting for the regulation obstetric flying squad ambulance (20 minutes away). An investigating committee hears her case this week.

Ideally... "Midwives are the guardians of the normal in childbirth, whereas research shows that for some doctors, job satisfaction leaps when they can intervene.

"To be absolutely safe, no intervention should be used unless positively indicated. Some consultants insist on routine intervention like rupturing the membranes. But the birth process is very finely tuned and we don't know what effect intervention has.

"Recent trials show that even monitoring can be harmful as it leads to a high Caesarean section rate. The second highest cause of maternal deaths in the UK is by anaesthesia.

"The woman should be in surroundings and with attendants she chooses and is comfortable with. Pain relief is a very individual thing, and I believe a woman should have whatever she wants."

In practice... "My daughter was born 16 months ago. I asked a friend — an independent midwife — to care for me at home. I had a long, slow labour, and resisted going into hospital until after two days there was evidence of foetal distress.

"The ambulance ride was all I needed, and the labour got cracking. I had a normal birth with no drugs, and was home a few hours later.

"I had always thought that going to a hospital would be a failure, but I knew I needed it and I wasn't disappointed. Women don't resist interventions when they are required. I would certainly want to have my next baby at home."

Nancy Reagan's operation has demonstrated the value of mammography (breast X-rays) in detecting breast cancer at a stage when there is a better than 90 per cent chance of surviving for 10 years, and when most women will be able to have a comparatively minor operation, known as lumpectomy, instead of a disfiguring mastectomy.

Mrs Reagan's doctors were probably able to make a pre-operative radiological diagnosis of cancer with near certainty after comparing this year's X-rays with those taken earlier, and finding changes.

Not all breast cancers show characteristic signs on X-ray, and many lumps which have a suspicious X-ray appearance

MEDICAL BRIEFING
Disappointed with Nancy

are found to be benign. Biopsy is performed after the lump has been carefully marked. The breast is viewed under direct X-ray and the suspicious spot marked with cross wires. Surprisingly, although the nipple and its surrounding areola and to a lesser extent the breast skin are sensitive,

breast tissue itself is very insensitive and only a local anaesthetic is needed for the necessary marking.

Dr Patricia Last, who is in charge of BUFA's screening services for women, shares the disappointment of many American doctors and women's organizations that

Mrs Reagan decided to have an extended mastectomy.

Her tumour was small (only a third of an inch), was unattached to skin or to deeper tissues, and showed no signs of spread, so that it would have seemed an ideal case for lumpectomy. By opting for this she would have encouraged those women who delay seeing their doctors for fear of a mutilating operation to come forward at a time when the prognosis is so good.

Recent work by doctors from the Albert Einstein College of Medicine in New York has shown that when limited surgery is supported by radiotherapy, the chances of local recurrence are halved and distant spread less likely.

from overwhelming post-splenectomy infection and must rush for the antibiotics even faster than those who have had their spleen removed following an injury.

Delayed action

Actor Simon Ward's subdural haemorrhage, or blood clot, was of the acute type and followed a blow which was heavy enough to fracture the skull. More frequently a subdural haematoma is of the chronic type, which often stems from a trivial injury sustained weeks or even months earlier and forgotten.

Chronic haematomas are particularly likely to form in patients whose brains have shrunk with age or alcohol, they characteristically give rise to headaches which get progressively worse, changes in mood, drowsiness, and eventually fluctuating levels of consciousness.

The subdural haematoma forms between the outermost of the three layers of membrane which cover the brain. The clot is relatively easy to evacuate and thereafter the brain tissue, if it hasn't been compressed for too long, rapidly expands.

Dr Thomas Stuttford

Looking after the carers

Much research has been done on multiple sclerosis but, until now, little has been done to help patients' families



George and Christine Darby: she 'survived' thanks to friends

vey of 3,000 helpers and supporters of MS people. Problems included sufferers' marriages breaking up soon after the diagnosis, and unhappy partners remaining married due to the carer's loyalty, but often with growing feelings of resentment.

Christine Darby's reaction to the news that her husband, George, had MS, was to have children as quickly as possible as sufferers can develop sexual difficulties. However, the pressures of coping with

write a book of practical hints on how to lift correctly and how to strengthen back muscles. The result is *Keeping Fit While Caring* (£3.45, available from the Family Welfare Association, 501 Kingsland Road, London E8 4AU).

Over the last two years Julia Segal, an MS counsellor working with the Central Middlesex Hospital Action for Research into Multiple Sclerosis (ARMS) unit, has helped 200 families face the fear which surrounds MS and the particular fear of what the disease will mean for the family. "The carer can feel loving yet trapped and undermined, while the person with MS can be caught in negative feelings," she says.

The Brunel University project has been devised to give as many carers as possible the opportunity to take part. There are five ways of participating: at the simplest level, writing down anonymously seven issues which the carer feels are important; writing about particular problems or solutions; writing a life-history; joining a group to discuss issues about living with and helping an MS sufferer; and finally, agreeing to read and comment on material written by the researchers.

Peta Levi Carers wishing to participate should write to Department of Human Science, Brunel University, Uxbridge, Middlesex UB8 3PH (tel: 0895 74000).

Spleen dangers

This is the time of year when the victims of car accidents are joined in the trauma by casualties from the football

and hunting fields. Many of the patients will have abdominal injuries often associated with a ruptured, bleeding spleen. The spleen is a highly vascular organ which forms part of the body's immune defences.

It lies next to the stomach in the upper left-hand corner of the abdominal cavity. In the

past, as the immune system has considerable spare capacity, surgeons have adopted a rather cavalier attitude to the preservation of a bleeding spleen and have tended to remove it, which is quick and safe, rather than try to patch and repair it.

In the last 30 years, however, doctors have become increasingly aware that, spare capacity or not, in some patients removal of the spleen renders patients liable to overwhelming post-splenectomy infection in which they can succumb to what would otherwise have been a comparatively minor infection.

Recent reviews on present medical thinking in *The Lancet* and *Hospital Doctor* emphasize the need to reassess the case for preservation of the spleen. About 1.2 per cent of children who have the operation following an injury will later (sometimes much later) die from infection, although in adults the figure is much lower (0.28 per cent). These long-term risks have to be balanced against the dangers of recurrent bleeding after an inadequate repair operation.

Unfortunately the spleen often has to be removed in patients who suffer from some forms of chronic blood disease; in these cases removing the enlarged spleen is an essential part of the treatment. Thereafter, patients are particularly liable to suffer

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TODAY'S CARS

FOCUS

A SPECIAL REPORT

Motor show on the right road

After a controversial start, the Motorfair is a popular and well-supported event in the driving calendar

The Motorfair at London's Earls Court has come a long way since its controversial beginning in 1977. For a time it seemed that the first show would be the last. Today it has overcome its pioneering problems and is now firmly established with manufacturers, dealers and the public.

Even though the location of the show ensures that it is still essentially a show for southerners, the biennial Motorfair had an attendance of 316,000 in 1985. This compares favourably with the 700,000 attendance at the much bigger 1986 International Motor Show at Birmingham's National Exhibition Centre. Most of the world's car-makers will be at this year's Motorfair, from today to November 1, entailing a 30 per cent increase in display area.

An indication of the show's growing importance is the number of manufacturers who have chosen it for the first public airing of new models. There is also increasing commitment to the show by accessory manufacturers. In the past they have tended to leave representation to their dealers, but this year, manufacturers are running an in-car entertainment village. Another first for Motorfair is the Motor Sport Day, which will be held next Tuesday. Exhibits will highlight all types of motor-racing and rallying. Many famous competition cars will be displayed. The family motorist and sports enthusiast alike are catered for by six stands featuring classic, custom, vintage and competition cars.

But the biggest attraction is the ability to buy new cars at the show. Unlike the established international shows, including the NEC, the stands are manned by dealers eager to take orders for cars on display. At the 1985 show, orders worth £30 million were taken.

In the early 1970s, when the British Motor Show moved from

its traditional but increasingly cramped home at Earls Court to the spacious NEC, adjoining Birmingham airport, it was a bitter blow to Londoners. The vocal lobby that had opposed the move refused to admit defeat. It began to campaign for a London motor show and found a champion in the Daily Express newspaper, which in 1977 organized a London show.

The move led to near-panic among motor manufacturers. On the one hand they were interested in some kind of London-based show because of the enormous market potential in the densely populated capital. On the other, the NEC show provided the bulk of the funds needed to run their own trade organization, the Society of Motor Manufacturers and Traders.

A compromise solution saw the manufacturers staying in the background while 'selected' dealers exhibited and staffed the show stands. But behind the scenes the row continued between the organizers and the society. The

an undisclosed percentage of the profits. One of its two new committee members was Gerry Kunz, the society's head of exhibitions, and the show benefited from the experience of one of the most widely respected motor show organizers on the international circuit.

With the obstacles now removed, the manufacturers began to take a more public role. They book and pay for space, design and control stands, exhibits, promotion and publicity. The difference from international shows is that the stands are staffed by a selected group of dealers, usually chosen from London and the South-West.

Traditional motor shows of the NEC type cause mass upheaval for manufacturers. So many senior executives are required to be on hand to deal with the media, big fleet customers, visiting VIPs including royalty and leading politicians, that the only solution is to set up temporary stands.

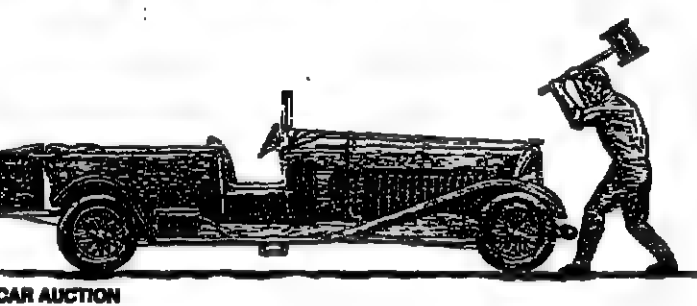
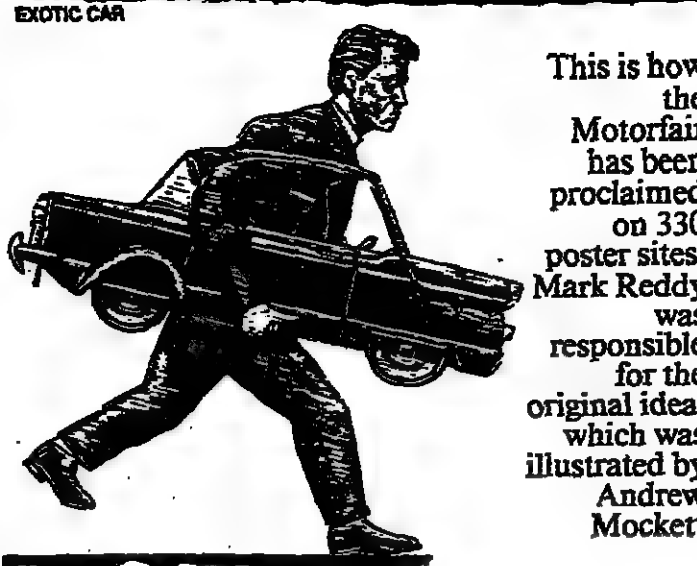
Teams of secretaries are drafted in from the home base to staff the

offices and the communications equipment. It is a very costly business. It is estimated that the major manufacturers budget for about £350,000 a show.

Motorfair is much less costly for them. It operates on a smaller scale, uses dealers to man stands instead of staff, and requires the presence only of senior executives on a couple of days.

October is also nearly sandwiched between the Frankfurt Motor Show in early September and the Tokyo Show next month. This allows hard-pressed stand organizers and designers to allocate more time to the London show. Sadly for a motor show, visiting by car is not advisable; Earls Court parking space is limited.

Clifford Webb
● Admission on preview day, is £7.50. For the rest of the show it is £4.50 for adults, £2.50 for OAPs, under-14s and for all after 5 pm.



This is how the Motorfair has been proclaimed on 330 poster sites. Mark Reddy was responsible for the original idea, which was illustrated by Andrew Mockett

Car firms drive out of trouble

After too many years in the doldrums, happier times are returning in the motor trade, writes Clifford Webb. New-car sales are heading for a record year and profits are increasing to such an extent that investors are again active in the retail car business. Several privately owned dealer groups have achieved listed and unlisted stock market quotations. ing now? This year's forecast of 2 million new-car registrations will be the third in succession that has achieved a trading record.

The problem which brought much of the car trade to its knees, including many closures, was the widespread factory-initiated discounting which began with the volume car-makers but spread to up-market marques including, for a short time, even Rolls-Royce.

Discounting was so intense that some dealers were giving customers the whole of their 17 per cent average profit margin and relying for meagre profits on the bonuses paid by manufacturers for beating monthly sales targets.

With the end of the month in sight and the target not reached, it was a regular practice to register unsold cars to inflate new-car registration figures. Do that for any length of time and stock problems become a nightmare.

Austin Rover, Vauxhall and Ford were all chasing sales whatever the cost. Two years ago Ford, easily the most profitable of the Big Three, made its first operating loss for more than a decade. Vauxhall seemed to be going great guns with its market share doubled to 16 per cent and threatening to overtake Austin Rover as runner-up to Ford. But the price was too high and losses mounted.

A new chief executive, John Bagshaw, brought more realism to sales, so Vauxhall could make an operating profit this year. But it will be at the expense of market share. In September it was down to 9.28 per cent, the lowest since March 1982.

Graham Day, the chairman of Austin Rover, is equally adamant that market share will no longer be bought at the expense of profits. Like Vauxhall, his company's share has fallen alarmingly. Last month it was 13.1 per cent, the lowest since December 1984.

Freed of the worst excesses of the discount battle, though not entirely, Ford is going great guns.

Its September share of 32.7 per cent was the best for nearly two years and its average for the first nine months was only a shade under 29 per cent.

Another high-flyer is the French Peugeot-Citroën group with two models in the Top Ten list. Between them, the two marques are holding 8 per cent plus. With attractive new models, including the much-acclaimed Peugeot 405, going on sale here soon, they are poised to challenge Vauxhall which is suffering from the delayed arrival of the new Cavalier, now due next year.

Vauxhall's new flagship Senator has been well-received and should claw back some of the sales lost to Ford's Granada. But numbers in the big-car class are necessarily small and until the new Cavalier arrives Vauxhall will be hard-pressed to hold its ground.

The German manufacturers - Volkswagen-Audi, Mercedes-Benz and Porsche - are struggling to keep prices under control in the face of rising German labour costs.

With total Japanese sales restricted to 11 per cent of the British market by the long-running so-called 'voluntary agreement' between the two motor industries, most Japanese companies have only one way to increase profits - move further up-market where the margins per car are more lucrative. To achieve this, they are pouring new and technically advanced models into Britain.

■ Cars to set you dreaming and those that do workaday tasks well... page 17

The exceptions are Nissan and Honda. With its new British plant progressing quickly towards the 60 per cent local content required for its cars to be counted as EEC products, Nissan is expanding its dealer network to cope with unfettered sales.

Honda is already benefiting from its links with Austin Rover, which guarantee an increasing flow of cars assembled at AR's Cowley and Longbridge factories.

Fears that record 407,333 sales in August would swamp the trade with part-exchange cars do not appear to be justified. *Glass's Guide*, the trade's best-known reference books on prices, said recently that the growing number of motorists selling their cars privately was depriving the trade of good, low-mileage cars.

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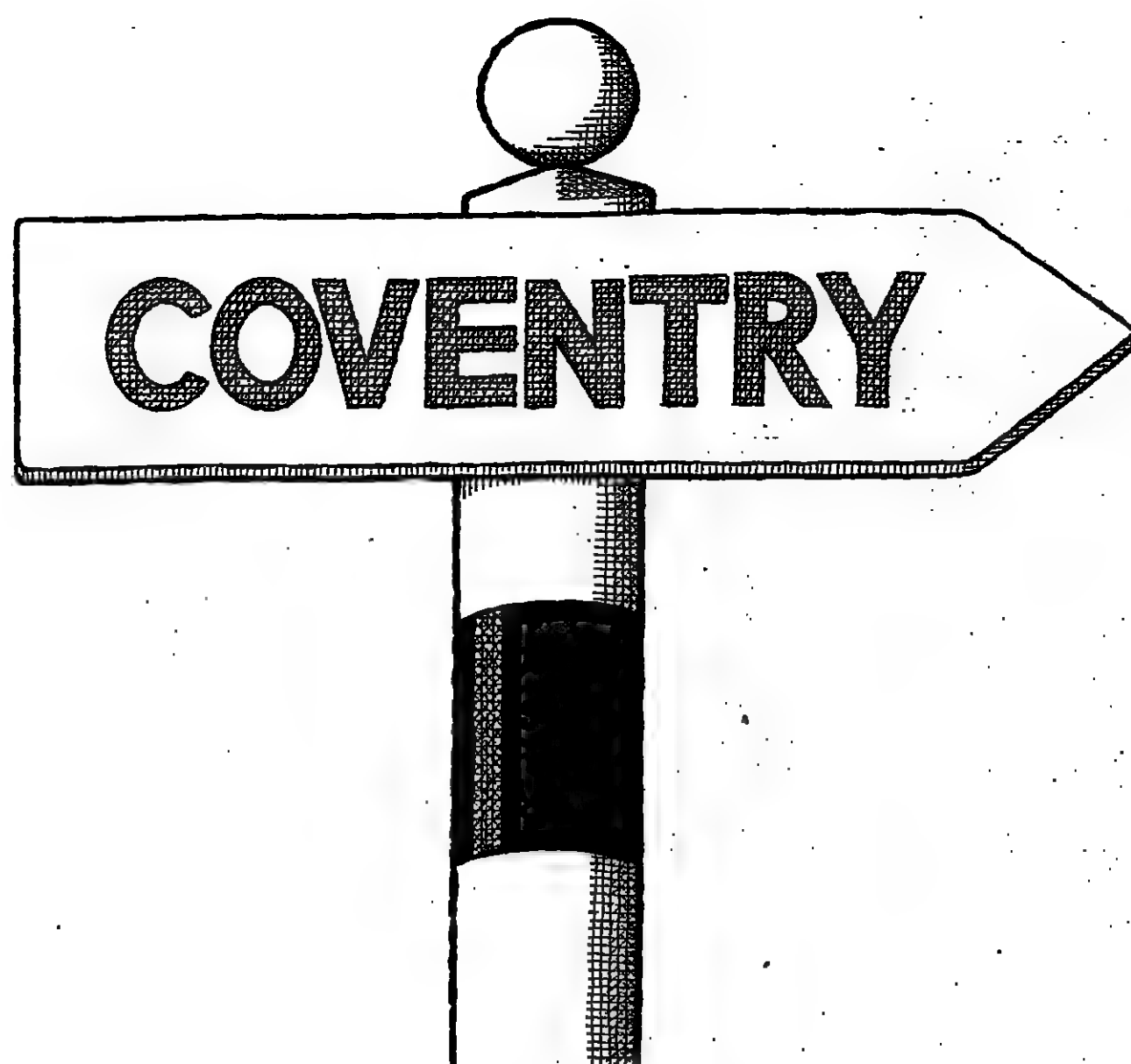
Certainly not Audi. Nor Peugeot for that matter. ¶ Our record six victories in the World Rally Championships give us more outright wins than Audi and Peugeot together. ¶ At the end of the Rally of Argentina, Lancia had already taken a total of 153 stages and the championship was won. Our nearest competitor had only reached 24. ¶ A win so early in the season, is hitherto unprecedented. Such success, performance and reliability is rare in a car of any class. ¶ The Delta in your nearest showroom also offers you



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© A Heron International Company. Lancia Freepost, 46/62 Galswick Road, Crawley, West Sussex RH10 2BR. Tel: (0293) 518333. Full warranty details from Lancia. Prices correct at time of going to press exclude number plates and delivery. HF4WD £13,980, HF Turbo is £9,250, GT is £8,400, LX 1300 £7,075, 1300 £5,375.



Anyone who asks why another new Peugeot is being built in Britain should be sent to Coventry.

There's a new feeling of confidence in Coventry and Peugeot is a part of it. It's a confidence that's growing and it's one we're happy to invest in.

For the last two years every Peugeot 309 bought in Britain was built in Britain. But more than that, last year we began exporting to Holland, Belgium

and, significantly, Germany, which speaks volumes about the quality of our Coventry built 309's.

Now as a result of our success and growth, we've increased our investment in our Ryton plant and we're about to build yet another new Peugeot, the 405, in Britain, in Coventry.

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FOCUS

TODAY'S CARS/2



Honda Prelude 2.0i-16 4WS: people-puller



Volvo 760: softer edges for the estate



Peugeot 405: first British public airing



Citroen AX GT: world debut for fast mini

What new cars can the public see at the Motorfair? Clifford Webb provides a guide to some that have caught his eye and that are likely to intrigue British buyers.

HONDA

Honda is showing three new models, all making their British debut. Top of the list, because it is replacing one of the best small-medium cars in the business, is the Civic. Lower, longer and wider than before, it is powered by a choice of 1.3, 1.4 and 1.6 engines, all with four valves per cylinder. Ride has been improved by the introduction of a double wishbone suspension system similar to that on larger Honda models.

A new Prelude coupé will attract the crowds eager to see the first four-wheel steering on a mass-produced car. A cut-away of the Prelude 2.0i-16 will show 4WS in operation.

A new coupé version of the Legend executive saloon is said to be the most luxurious Honda yet, with the company's new three-channel, anti-lock braking system, a dual-mode, four-speed automatic gearbox offering a choice of normal or sport change-up points and a 2.7-litre version of the 2.5-litre V6.

VOLVO

New versions of the Volvo 760 range of luxury saloons and estates are intended to widen the gap between these flagship models and the less costly 740 series. The wings now slope more steeply towards a shallower grille and are more rounded to reduce the aggressive, razor-edged appearance of the present model. The considerable weight of the big steel bonnet has been cut by 50 per cent by substituting alloy. It is also more unswerving at the stop to provide a fairing for bigger windscreen wipers. Wider headlamps incorporate the auxiliary lights.

A new microprocessor-controlled air-conditioner includes a solar heat sensor on the top of the dashboard to compensate for sunshine.

A new split multi-link suspension at the rear is said to give a softer ride and improved handling. Anti-lock brakes are now standard on all 760s.

PEUGEOT

The new Peugeot 405 has its first public airing in Britain at the show. This latest French challenger in the competitive five-seater family saloon sector has been on sale in France since July but will not reach here before January.

It will, however, have far-reaching implications, not only for Peugeot's sales here but also for job prospects at the company's Ryton factory near Coventry, where it will be produced side by side with the smaller Peugeot 309. Up to 5,000 405s are being built in readiness for launch day. Between the end of October and the middle of next year 1,000 new jobs are expected to be created in the jobs-starved Midlands. Within 18 months it is planned to introduce a second shift, doubling production to 2,500 cars a week.

The 405 is attractively styled and has one of the biggest boots in its class. Ryton will produce 1.4, 1.6 and 1.9 litre versions, all front-wheel drive.

CITROEN

A new 112-mph version of the recently launched Citroen AX supermini makes its world debut at the show. The AX GT will be on sale in Britain early next year, probably at a little under £7,000. Citroen claims that the 85-hp, 1360cc, all-alloy engine gives the car a 20 per cent better power-to-weight ratio than its nearest competitor, enabling it to reach 60 mph from a standstill in under nine seconds.

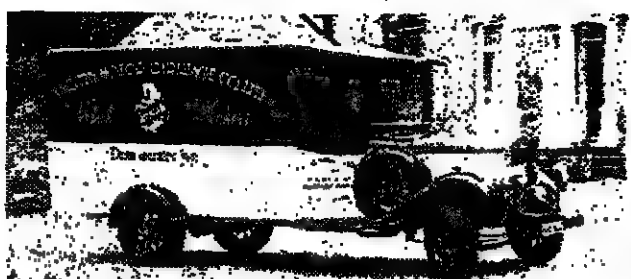
Bernard Peloux, managing director of Citroen UK, says: "The AX range has already exceeded our sales targets, with over 45,000 sold since the UK launch."

Other Citroen exhibits include a new 160hp BX GTI 16-valve "hot-hatch" and two record-breaking diesel cars. The CX 25 DTR Turbo is Britain's fastest and most powerful diesel car, while the smaller BX is the best-selling diesel.

ASQUITH

The nostalgically named Asquith Motor Carriage Company is adding 1920s elegance to the predominantly 1980s-oriented show with two of its much-acclaimed replica vans. Despite the brass, leather,

From fantasy to grocery trips, a car for everyone



Asquith Shire: replica van with 1920s grace

mahogany and walnut, they have up-to-date chassis, engines and running gear. Since 1982, more than 200 Asquiths have been sold, many of them exported to Europe, the US and Scandinavia.

MAZDA

The new Japanese Mazda 626, making its British debut, is a formidable contender for established upper-medium leaders such as the Ford Sierra and Vauxhall Cavalier. With a choice of three bodies, it is an improvement on an already popular predecessor. There are 16 variants to choose from, starting with the 1.8 LX saloon at £8,179 and culminating in the high-performance GT coupé at £12,949.

There are three new engines, including Mazda's first three-valves-a-cylinder 2-litre, and a high-performance version with four valves and fuel injection. The latter takes the GT coupé to 128 mph. A new four-speed automatic transmission is available as an optional extra on GLX models as an alternative to the standard five-speed manual.

BMW

The BMW stand will be a Mecca for speed enthusiasts and those fascinated by the engineering excellence expressed in the Munich company's stunning new 5-litre V12 engine 750i. It is the first 12 cylinder from BMW for nearly 50 years. The display model is a long wheelbase, top-of-the-range car due here next month. This compares with £33,975 for the most

luxurious 735i, which has a six-cylinder engine.

BMW has deliberately limited the 12's output to achieve a maximum speed of about 155 mph to emphasize its role as a luxury car and not a road-racer. However, private tuning firms are queuing to get their hands on it.

Another attraction is the 325i 2.5-litre Touring. A cross between a hatchback and an estate car, it is the company's first departure from its traditional saloon concept since the 2000i was withdrawn in 1974, after only four years in production.

SEAT

Seat, the Spanish car maker, recently acquired by Volkswagen, is showing two new variants of its best-selling Ibiza, the Ibiza Designer 900 and Ibiza Brio. These are the first five-door versions to reach Britain. The Brio has been given the "go faster" treatment with a styling kit by PFEBA of West Germany.

TOYOTA

Toyota continues to attract the attention of performance-conscious buyers with a new 140 mph turbo-charged, four-wheel-drive version of the highly acclaimed 2-litre Celica GT. It is being shown now ahead of schedule to whet appetites for its British launch next April. The already outstanding double overhead camshaft engine with four valves a cylinder has been turbocharged and fitted with an intercooler to increase

output to 186 bhp, with 190 lb ft of torque. Four-wheel drive with a viscous coupling-controlled centre differential, helps to keep the extra power on the road.

It is likely to be the first car to go on general sale here which must be run on lead-free petrol. The Celica GT-four is designed primarily for the US market and equipped with a clean exhaust catalytic converter which would be destroyed by leaded petrol.

Of wider appeal is the sixth generation of Corolla models which will be on display in three, four and five door guise, offering a choice of 1.3 and 1.6 multi-valve engines.

VAUXHALL-OPEL

Five new versions of existing models will be seen for the first time on the Vauxhall-Opel stand. The Nova GTE goes on sale next spring to provide the company's smallest model with a performance version. Powered by a 1.6-litre injected engine, it accelerates from 0-60 mph in under 9.3 seconds and tops 115 mph.

New Cavalier LX models are available in saloon and hatchback forms with a choice of 1.6 and 1.8 engines. The specification includes sports wheels, tinted glass, sunroof, 5-speed gearbox and alloy wheels.

A new, limited edition Cavalier Calibre saloon is aimed at the image-conscious buyer. Appearance has been considerably changed by the use of Irmscher body panels, integrated front grille, bumper and spoiler, integrated rear

bumper and spoiler and a boot-mounted spoiler. Power comes from the 130 bhp fuel-injected, 2-litre engine, introduced earlier this year. It has a top speed of 120 mph and will reach 60 mph in 9.5 seconds. It will be on the market next month at £13,127.

Special-edition Astra and Belmont Jubilee models are introduced to mark the 25th anniversary of Vauxhall's Ellesmere Port plant.

Much interest, however, will centre on the new Senator executive saloon. Three versions will be shown.

RENAULT

Visitors to the Renault stand will be torn between making a beeline for the sleek Vesta 2 car of the future and the 141 mph Renault 21 2L Turbo, coming direct from France in left-hand drive form to give the British an early look before it goes on sale here in a few months' time. The Vesta is a one-off project developed under pressure from the French government with the aim of achieving a minimum of 94 miles a gallon. In fact, earlier this year it returned an astonishing 145.6 mpg, driven over the Bordeaux-Paris autoroute at an average 62.6 mph. It is powered by a tiny 716cc, three-cylinder engine, giving a top speed of 87 mph.

MITSUBISHI

Mitsubishi is showing two new models making their

British debut. The Galant Sapporo is a 2.4-litre, 4-door sports saloon with anti-lock brakes, electronic control of power-steering and suspension. The latter is a sophisticated computer-controlled system which enables car-to-ground height to be selected manually or automatically, depending on conditions.

The new overhead camshaft engine of 2351cc capacity has the famous Mitsubishi twin-balancer "silent shafts" which counter-rotate at twice the crankshaft speed to balance out noise and vibration. The company claims this makes the new four-cylinder as smooth as more costly and more thirsty six and eight cylinder engines.

The second newcomer is the latest version of the 143 mph Starion 2+2 turbo coupé. The 177 bhp engine, with a water-cooled turbocharger, has set high standards for performance and durability since it appeared in 1983. However, the chassis was hard-pressed to cope with power and it is to remedy that shortcoming that the new wide-bodied Starion is now being launched.

MERCEDES-BENZ

A pair of attractive new coupés from Mercedes-Benz will bring the crowds to their stand. The 230CE and 300 CE round off the successful new mid-range series of 2 and 3 litre saloons and estates.

The 2.3-litre, four-cylinder, fuel-injected engine in the 230CE has already made a name for itself in the 230E saloon. It gives the newcomer a top speed of 121 mph and reaches 62 mph (100 kph) in 10.6 seconds. The 3-litre, six-cylinder 300CE has a top speed of 134 mph and accelerates to 62 mph in 8.2 seconds.

Britain has long been a good market for coupés, appealing particularly to professional people who buy their own cars. Like all coupés they cost more than the saloons from which they are derived. The 230 CE is £23,800 and the 300 CE £30,100.

AUSTIN ROVER

Austin Rover is unveiling a new limited edition of the Metro, the 1275 Sport. Costing a competitive £5,799, it is aimed at those enthusiasts who want more performance but cannot stretch their budget

HYUNDAI

International Motors, the West Bromwich-based group which imports Japanese and South Korean cars and light commercials, is using the 1988 Olympics to be held in Seoul as the theme of its Hyundai stand. Of the 12 cars on show, seven will be limited edition Gold and Silver Medal models from the Sielar and Pony ranges. They have gold or silver paintwork, colour-keyed side stripes and Olympic-lorich badging.

SUBARU

The Subaru stand emphasizes its pioneering role in bringing "on demand" four-wheel drive to Britain. Eight of the nine models on display have four-wheel drive. The group's newest franchise is Isuzu, Japan's oldest but probably least known motor manufacturer. On show is the Trooper Outback which for two years running was chosen four-wheel drive "Wagon of the Year" by the Australian *Bushdriver* magazine. There is also a new version of the high-performance Piazza Coupé.

FORD

Ford's success with the Sierra LX, an L with a cost-effective package of extras, has persuaded it to extend the X treatment to its Escort, Orion and Granada models. For £386 more than the Escort L retail price, the new LX has a sunroof, tinted glass, rev counter, digital clock, rear window radio aerial, special wheel covers, wider tyres and a five-speed gearbox.

The new Granada Ghia X slots nicely into the Granada range between the Ghia and flagship Scorpio models. The specification includes cruise control, electrically heated windscreen, bigger tyres and wheels, anti-theft alarm, fuel computer and headlight washers. Prices start at £14,633 for the 2-litre injected version.

Contracting for a lion's share of the market

Substantial growth in contract hire - probably running at nearly a fifth more than in the previous 12 months, though some estimates go higher - has been the most notable trend in car financing during the past year.

Almost 1 million of Britain's company cars are estimated to be rented, leased or on contract hire, with contract hire accounting for the lion's share at two-thirds or more.

With the most comprehensive forms of contract hire, the client company gets the car of its choice and virtually has to worry only about filling it with petrol and ensuring the driver does the simple routine checks such as checking tyre pressures. Even insurance cover and road tax can be in the contract deal.

Contract hire typically covers

not only the financing of a vehicle but also servicing and the provision of back-up vehicles, as well as eventual sale at the contract's end.

There is conflicting evidence of how far the growth in contract hire has been at the expense of finance leasing. This is a comparatively simple form of paying for a car with a financing company putting up the cash for a vehicle while the operator takes on all subsequent responsibilities including servicing and the eventual sale.

Car leasing was up 40 per cent to £814 million during the 1986 calendar year, according to the Equipment Leasing Association.

This was surprising given the ending in April last year of the Inland Revenue's capital allowances system for cars which essentially had been at the root of the success of finance leasing.

Some other leasing sectors, including that for commercial vehicles, did drop, by about 5 per cent, but one suggestion was that car leasing had grown because of the flood of privatized public sector organizations choosing leasing for their fleets.

Existing fleets can also be taken into a leasing deal. But the improved reliability of cars also means that a used vehicle can be more readily accepted in the

various forms of financing deals.

A different picture on finance leasing emerges from the latest returns of the British Vehicle Rental and Leasing Association (BVRLA) whose 1,400 members are estimated to account for up to three-quarters of rental deals and at least half of the contract hire, finance leasing and fleet management sectors.

The BVRLA car rental fleet increased 28 per cent last year - more than double the previous year's rate of increase - but this was influenced by a big jump in membership as rental dealers of several of the big vehicle manufacturers joined the association.

The numbers in contract hire, finance leasing and fleet management services rose nearly 30 per cent but only 8 per cent of this sector was accounted for by finance leasing, demonstrating how this form of financing has been a lesser activity for the BVRLA.

Probably the best indication of trends, not skewed by the increase in BVRLA membership, emerged from year-on-year comparisons at 415 companies. Their vehicle fleets increased by 9 per cent. In rental there was little change between 1985 and 1986 but contract hire of cars rose nearly 19 per cent.

The category covering car fi-

nance leasing and fleet management services showed a 7.5 per cent decline, with indications that it was finance leasing that had dropped while fleet management increased.

Overall in the BVRLA car fleets Ford, with nearly 40 per cent, and General Motors' Vauxhall, with nearly 29 per cent, held the two top positions.

A growth rate in contract hire this year of 15 per cent is predicted by Trevor Jones, deputy director of Autolease, part of the BSC group and among the top 10 operators in contract hire.

Others include the fast-growing Cowie group, which includes

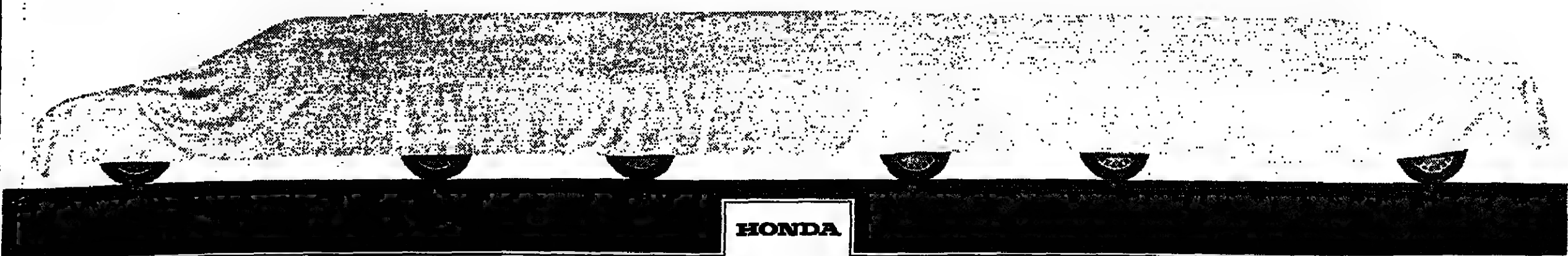
Interleasing, Dial Contracts, part of Mercantile Credit, Lex Leasing, Godfrey Davis leasing (which has no connection with Godfrey Davis European, the car hire company), Swan National and Hertz.

Avia, the second largest international car rental company after Hertz, is now an major operator in contract hire and fleet management with its takeover of Bradford-based G. D. Bramhall.

The growth in contract hire is attracting more competition into the sector, according to Mr Jones. This is producing the most competitive rates so far seen, he maintains, although the less-experienced operators might eventually run into problems when they finally shoulder the residual values on redundant vehicles.

Derek Harris

Introducing the new 12-wheel, £45,000 Honda Preview.



HONDA

SEE THE EXOTIC NEW LEGEND COUPE, THE 4-WHEEL STEER PRELUDE AND THE NEW CIVIC ON STAND C2 AT MOTORFAIR, EARLS COURT, OCTOBER 22ND - NOVEMBER 1ST. THE HONDA PREVIEW. IT'S ONE HELL OF THREE NEW CARS.

TODAY'S CARS/3

FOCUS

New tech marvels under the bonnet

Externally, today's car has changed little from its predecessor of 10 years ago, writes Clifford Webb. True it is lower, smoother and more wedge-shaped to improve airflow, save fuel and increase miles per gallon, but it remains the same immediately recognizable shape. Under the skin, however, enormous technological advances have taken place.

Despite this, the motor industry acknowledges that it is still only on the lower slopes of a mountain of microchip-influenced "breakthroughs" just around the corner.

Today's family motorist expects and gets a car with disc brakes, five-speed gearbox, lean-burn engine, electronic "black box" management of fuel and ignition, super-smooth seatbelts requiring much-reduced spring tension, central locking and more secure locks.

Anti-lock brakes which, until recently, featured on only the most expensive cars, are now available on Ford Escort and Orion models in the shape of a Lucas-invented hydraulic mechanical system which costs a quarter of the price of more complex electronic designs. Automotive Products, of Leamington, Warwickshire, is also in the field with a simple, cost-effective system.

However, Bosch, of West Germany, continues to dominate the executive and luxury car sectors with its expensive but very efficient ABS system.

The advantages of being able to steer an anti-lock equipped car while braking on wet or icy surfaces instead of

sliding out of control has been well-tested and documented. It must be the outstanding safety development of the post-war years — rivalled even the seat belt — and fully justifies the growing demand for it to be made compulsory on all new cars.

Four-wheel drive, once only associated with cross-country vehicles such as the Land Rover, is being used increasingly on high-performance cars to keep the maximum amount of rubber in contact with the road under fierce acceleration and during cornering at high speed.

The Japanese Subaru concern put 4WS drive into the hands of less enthusiastic drivers by making it available "on demand". Flicking a switch converts the Subaru from two- to four-wheel drive.

The outstanding development in car safety for many years

to cope with poor road or weather conditions. It has proved a real boon to those who, like doctors, district nurses, country sportsmen and country-to-town commuters, have occasional need for 4WS.

Just appearing on the British market is 4WS on the Honda Prelude. It will soon be followed by a similar system from a second Japanese manufacturer, Mazda. Most of the world's car makers have been experimenting with 4WS for years but still have to make up

their minds about its advantages, though it has been around for years on military and special-purpose civilian trucks.

The Honda system steers the rear wheels in one direction for slow-speed manoeuvring and the opposite for high speeds. At low speeds, the rear wheels are turned a small amount in the opposite direction to the front wheels. This gives the car a turning circle — a valuable asset for parking or negotiating congested city traffic. At speed the rear wheels follow the front wheels, again by only a small amount, to improve stability by inducing under steer.

The advantages of improved manoeuvrability are unquestioned. However, the high-speed improvement is marginal and can be provided in less costly ways. A senior German engineer at last month's Frankfurt Motor Show was adamant that "in its present stage of development it is just another marketing gimmick."

Also just appearing in British showrooms is the long-awaited continuously variable transmission (CVT). It is aimed initially at small cars which, because of the power losses suffered in traditional automatic systems, has not proved to be efficient with small engines.

Engineers have tried for years to perfect an automatic transmission for small cars. One of the first was the Swiss Weber, built by a firm in the Zurich area better known for its textile machinery. It was not a success but then this was 1900 and still the early days.



Arguably the first production car with automatic gears selection was the US-built Studebaker of 1904 which had a centrifugal clutch with high- and low-speed ranges. In the 1930s, Austin used the British-invented Perbury-Hayes transmission. It offered high promise but did not sell well.

New generation CVTs owe much to the pioneering work of the Van Doorne brothers from Eindhoven, in Holland. They launched a unique rubber belt-driven system in the Daffodil car. Gear ratios were varied automatically and continuously by altering the diameter of two v-belt pulleys.

When Daf was acquired by Volvo in 1976 the newly launched 300 Series used the same Variomatic system. Van Doornes continued indepen-

dent development work on CVTs and in 1983 entered into partnership with Ford and Fiat to produce a system which would be put into mass production.

The big breakthrough came with the invention of a high-technology, multi-segmented steel belt running in compression — pushing instead of pulling — in place of the previous rubber belt.

It is available today on Fiat Uno and Ford Fiesta models.

Ford has produced a design concept of a family six-seater for the year 2000 which provides a mouth-watering glimpse of new technology waiting to escape from the research laboratory. In addition to fully automatic control of its engine management systems, anti-lock brakes, automatic trans-

mission and air suspension, it is fitted with no fewer than 26 on-board computers to reduce the problems of human fallibility.

They control or monitor instrumentation, steering, braking, transmission shifts, air conditioning, entertainment, security, safety belts and change window glass from clear to dark according to the amount of sunlight.

A big step forward in safety is promised by a sonar device which warns the driver if an object or vehicle is too close or in the driver's blind spot.

Other safety features are sliding doors which automatically reverse if something or someone is caught between the door frame and the closing door. An electronic message panel on the tailgate can be used to inform following traffic of the driver's intentions.

A "driver personality" key automatically sets the correct seating, mirrors, pedals and safety belt positions. When removed it disables the car completely.

Electronic signs on the car's tailgate warn following drivers

Daimler-Benz of West Germany, better known in Britain by the name of Mercedes-Benz cars and trucks, played a leading role in the establishment of a joint European motor industry research group called Prometheus. One of its most promising developments is "Arthur", an emergency radio system. It is automatically triggered by a serious accident and can be manually operated for minor knocks.

Drivers within a 20km radius are alerted. At the same time information is transmitted to emergency services.

Statistics suggest that most accidents occur as a result of other accidents and many can be prevented if drivers were alerted early enough to reduce their reaction times. Researchers claim that Arthur will have the same impact on accident statistics as the seat belt.

The highways are alive with the sound of stereo

From the beaten-up Cortina pulsating with ear-drum-bursting reggae to the chairman's Jaguar humming quietly with more discreet sounds, in-car entertainment is now wide, diverse and lucrative.

The market is huge and the choice almost endless to provide sophisticated systems capable of spewing out enough sound to blast out the world outside the motor car.

In-car entertainment — no longer is car radio a proper description of the equipment — has come of age with a vengeance. Today's systems, most of them provided as original equipment in new cars, are combined radio-cassette players, many with touch-sensitive controls, automatic tape rewind and automatic search for station.

The sophistication demanded by the market is immense. Autocar magazine, in a recent supplement on the subject, observed with all seriousness that "the ideal is to have multi-amplifier feeding mid-range and tweeters up front with proper sub-woofers at the rear".

Such incomprehensible jargon, once the province of the obsessed hi-fi enthusiast, now appears to be the norm among ICE buffs. As one producer of car-audio equipment said, "A lot of people, particularly

Size of the market difficult to assess

salesmen and those who spend hours on motorways, probably listen to radio cassettes much more in their cars than they ever do at home.

"So it makes sense for them to demand the highest quality sound in the car."

The size of the car-audio market is difficult to assess, largely because it is split between the measurable original equipment side and the aftermarket, the latter confused by people either going up-market or, more likely, replacing units stolen by the growing band of radio thieves.

Philips, which claims to be the market leader, estimates that the UK market totals about 3.3 million units a year, of which about half is original equipment.

While the market has remained stable in recent times, Philips reckons that values, and therefore profits, have been on the increase.

Rod Movement, the Philips marketing manager, calculates that this year's market is worth about £290 million, but by 1989 could be worth £355 million.

The big four UK car-makers — Ford, Austin Rover, Vauxhall and Peugeot — are fitting digital radio-cassette units as standard in all but basic models.

Prices vary dramatically, from about £100 for a basic but good radio cassette to as much as £2,000 for state-of-the-art hi-fi.

Mr Movement said: "Tailor-made systems for the GTI vehicles, with two 100-watt amplifiers in the front and the same at the rear could cost

£1,500. These sort of sound features are being sought by the 18- to 25-year-olds with the money."

At the other end of the scale, there are sound systems fully equipped with graphic equalizers, auto-reverse and Dolby — which takes the hiss out of tapes — for less than £130.

The big names in UK car audio include Philips — which claims 100 per cent of the original-equipment business for ARG — Vauxhall, Peugeot, Talbot, Renault, Pioneer, Clarion, Panasonic, Sharp, Kenwood, Blaupunkt and Alva.

Many of them will be exhibiting at Motorfair at a special "ICE village" — another indication of the growing significance in the overall motor market of car audio.

Among the latest devices to be introduced is in-car compact disc players, very much top of the market products which some car makers are now fitting as an option.

But while a reasonable CD player for home use can now be bought for about £180, CD for the car can cost anything from £400 to £600.

Mr Movement said: "A sensitive piece of laser equipment in a car has to cope with all sorts of variations in temperature and humidity, vibrations and acceleration. Because of the complexities of making CD work properly in cars, we don't think that the price level is going to drop significantly."

Increasing values and the attractiveness of ICE systems has brought an epidemic of thefts. Perhaps with an eye on things to come in the UK, Autocar notes that in Italy, with one of the world's worst auto-crime rates, thieves have been known to use chain saws to slice through fascia panels to get at the radios.

Many different ideas have been put forward by manufacturers.

Attempts to beat the stereo thieves

to combat thieves, including a blank panel which slides over the unit, hiding it from prying eyes. The trouble with that, however, is that with speakers and aerial still on view, it is logical to suppose that there is a radio-cassette player somewhere.

The foolproof method, growing in popularity, is to fit the type of unit that can be simply pulled out of the dashboard and carried in its owner's handbag or briefcase, or locked in the boot.

Another method, initiated in Britain by Philips, is to use electronic coding. The owner punches his own code into the unit and if it is ripped out it will not work without the code — a deterrent perhaps only if the subsequent purchaser is aware of the problem.

It needs about 125 hours of painstaking effort to find the code.

Edward Townsend
Industrial Correspondent

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Why your car should be safe in these hands

By David Gent, director-general of the Motor Agents Association

Just over 10 years ago, the Office of Fair Trading drew up the Code of Practice for the Motor Industry in conjunction with the Motor Agents Association, which represents dealers in England, Wales and Northern Ireland, the Society of Motor Manufacturers and Traders and the Scottish Motor Trade Association. Its aim was to promote consumer confidence in the motor trade.

During that time the MAA has sought to ensure that its 13,000 members observe the code and to encourage high standards of professionalism in their trading. Popular opinion however, continues to saddle the motor trade with the Arthur Daley image, as evidenced in a national survey which showed that only 25 per cent of motorists trust the motor trade in general.

In stark contrast, 90 per cent of motorists said they trusted the garage they used regularly, suggesting that individual experience of the motor trade is far removed from, and at odds with, the popular view.

In a second survey conducted this year by the MAA and the SMMT, 79 per cent satisfaction-levels were recorded among people who had had recent contact with the motor trade. In a report from the Office of Fair Trading, 95 per cent of those taking part were very, or fairly, satisfied with garage services.

The reality, if not the appearance, of improving consumer satisfaction has much to do with the MAA's efforts in upholding the code of practice among its membership. MAA members who are found to fall short of the code's requirements are dealt with by a disciplinary committee and if necessary expelled.

The code is a promise to the consumer, a promise underwritten by the code's customer-complaints procedure.

The MAA Conciliation Service, which deals with complaints, expanded earlier this year to accommodate the demands of other motor-trade associations, including the Petrol Retailers Association, the Motorcycle Retailers Association and the Motor Cycle Association of Great Britain.

In doing so, it changed its name to the National Conciliation Service.

For many people the intricacy of cars is mysterious and remains so from choice — they want a vehicle that will take them from A to B without trouble and with a minimum of expense.

However, to keep a vehicle trouble free it must be serviced regularly and this costs money. Much misunderstanding arises between the customer who knows little about the mechanics of a car and the garage. To overcome this the MAA has a field staff continually visiting members to advise on trading techniques, and the association regularly runs seminars for its members on trading law and practices.

In 1985 it produced a book for member garages entitled *How to Achieve Customer Satisfaction in Vehicle Servicing and Repair*. This year the MAA launched a pilot quality-control scheme in the Midlands in conjunction with local trading standards officers as an initial step towards improved self-policing of the trade. The scheme involves independent engineers checking vehicles that have been serviced and repaired by member garages.

A central thrust of MAA policy is to identify, both itself and its members, with satisfactory trading standards. This is not easy, not least because opinion varies as to what makes good garage service, as shown in this month's *Which?* where the Consumers' Association used 28 garages for car servicing, 12 of which were MAA members.

Response from our members disputes much of the *Which?* findings. It is not true, as *Which?* implied, that MAA garages dealt effectively with complaints in the case of their cars because the customers turned out to be trading standards officers. The garages concerned were in fact observing the MAA Code of Conduct which requires them to deal effectively with all consumer complaints.

The limited nature of the *Which?* report — 12 MAA members out of a total of 13,000 — is far from conclusive evidence concerning the quality of motor trade service and is at odds with the evidence of the other surveys.

صلى الله عليه وسلم

THE ARTS

Yankee doodles

Americans lowered the tone of literature on television last night. In the first entertaining part of Thames's collection of stories, *The London Embassy* (centred on Spencer Savage, the hero of *The Consul's File*), it was easily forgiven since Theron himself did the lowering — merely a slight upping of the burlesque and

TELEVISION

ease of tensions among the embassy staff to accompany the necessary simplifications of television adaptation.

Spencer himself, though, became in the finely controlled performance of Krisofier Tabori perhaps even more of a quiet American, which made a pleasant change from poor David Andrews, forced each week in *Palmer* to go over the top more often than a First World War Tommy.

Economy and comedy, however, resulted in some new throw-away poignancy for Spencer. When that devious Loraine, the Hon Sophie Graves, asked him where he wanted to live he came straight out with it and said he wanted to live near her. He also stole some of her lines from the story — understandably, considering what she did to him. England had also changed for television. The Conservative majority was larger, *The Times* had no printing dispute, and "a girl who did hot-air ballooning" became an off-stage character of uncertain sex who was tipped as a future Prime Minister.

It was a bit cruel of *Bookmark* (BBC2) to expose to the camera the nascent fumbings of young American drama students, proving on an Oxford course that Chekhov, like *Rasputin*, may be very difficult to murder but not impossible. The excuse was that they were being taught by Oleg Efremov, the brilliant director of the Moscow Arts Theatre, and three highly-talented members of his company.

The experience was rather like that of watching Matt Bushy and Best, Law and Charlton training a pre-school side with irritatingly few demonstrations. What added to the frustration was that they played a scene at the end for RSC actors who would have been rather more suited to a master class.

Andrew Hislop

Revelling in devilry

CINEMA

The Witches of Eastwick (18)

Cannon Shaftesbury Avenue, Screen on the Green

The Last of England (18)

Prince Charles

Made in Heaven (15)

Renoir, Chelsea

Who's That Girl (15)

Warner

Eat the Rich (18)

Cannon Haymarket

Battles between the sexes have been fought many times, though rarely with the grandiose clan of *The Witches of Eastwick*, adapted from John Updike's light-hearted novel, and filmed in Hollywood by the *Mad Max* director, George Miller. Daryl Van Horne, a satanic stranger — "Just your average horny little devil," he explains — arrives in a staid New England town and sets himself up in a plush mansion. Three women desperate for Mr Right believe him to be the answer, despite his lecherous manners. While the good citizens tut-tut, the three spend their days in liberated bliss until Van Horne's grip gets too tight. The ladies fight back with some old-fashioned witchcraft, forcing Van Horne to reveal his true lineage.

The "witches" form a motley bunch (Cher, Michelle Pfeiffer and, best of all, Susan Sarandon as the music teacher who loses all inhibitions). But the devil, naturally, has the best times, and Jack Nicholson revels in the character's pinnacles and unbridled behaviour. Much of the film works well as an outlandish comedy about sexual relationships; the pity of it is that George Miller, in his first major Hollywood project, overloads the story with special effects from Rob Bottin, king of gross make-up and distortions, and the Industrial Light and Magic company. At first the effects are played for laughs, but copious vomiting and other grotesqueries then set in. Civilized Mr Updike seems a little left behind.

"It's nearer to poetry than prose," Derek Jarman has commented about his latest cinematic creation. "There are a lot of young people who have grown up with sound and image, and they operate so fast they can't bear the old films. They're the people who will be able to see *The Last of England* and I hope not be disappointed." The film certainly wows pop video fanatics with its breathless pace and abandonment

Comedy of the absurd: Jack Nicholson stars as "just your average horny little devil" in *The Witches of Eastwick*

of narrative comforts. Visual material of various kinds are hurled at our eyes: camera prowling among urban decay; sexual activity in Jarman's Charing Cross Road flat; sprinklings from the family home movies; chunks of a putative fiction film in which hooded armed figures menace buddled citizens in the Thames's drabest nooks. The tone is bleak and apocalyptic; Jarman presents a vision of England so terminally sick that it cannot even muster the punk energy he showcased in *Jubilee*.

In odd scenes and shots Jarman again proves himself to be one of Britain's most gifted and audacious film-makers: melancholy beauty is conjured from city wastelands; the home movie footage is dextrously juggled and juxtaposed. But with the best will in the world it is hard to imagine the video crowd flocking to the Prince Charles cinema: the music track, assembled by the "sound architect" Simon Turner, lacks the binding element that even the most wilful pop video provides; and no-one, young or old, particularly likes being lectured. For Jarman assembles his sounds and images not just like a poet — he is also a hectoring moralist, staging lovemaking on a table covered with the Union Jack, and piling on the

old clichés of Victorian England (matching shots of the Albert Memorial to "Land of Hope and Glory"). The most affecting moments are generally the simplest, as when Jarman dips into the family film archive — a holiday in Berchill, childhood potterings at the Abingdon RAF station. Among much that is clotted, private and well-worn, these glimpses of domestic innocence have a universal resonance.

Made in Heaven is a rip-roaring curiosity, in which Timothy Hutton ascends to heaven and falls in love with a scrappy Kelly McGillis. They then descend, reborn with new identities, and spend 30 years searching for fulfilment and each other. If the film had been left to its producer-writers Bruce Evans and Raynold Gideon, we might be watching a simple fantasy of the *Here Comes Mr Jordan* school. But their script was assigned to Alan Rudolph, a director who loves to turn clichés topsy-turvy and bathe his films in eccentric colours.

Once the lovers land on earth, Rudolph pushes them through a quirky odyssey. McGillis is born with a silver spoon; Hutton makes do with a poor unwed mother. The narrative jerks along, and neither character takes proper root in our minds. Yet

Rudolph still manages to create more tender moments than the material might suggest, and for all its uncertainties, *Made in Heaven* deserves a kindly audience.

"Are you the Anti-Christ?" says Griffin Dunne's uptight tax attorney in *Who's That Girl*. She is actually teen idol Madonna, shrieking her lines as a petty thief fresh from prison whom Dunne must escort out of town. It is hard to laugh with such unsympathetic characters; matters aren't helped by the script's feeble dependence on past films (*After Hours*, *Deconstructing Susan* and, stretching further back, *Bringing Up Baby*). James Foley, who made two of Madonna's music videos, directs with a bulldozer's grace.

British comedy's besetting sin was once its gentility. The pendulum has now swung in reverse: *Eat the Rich*, from the Comic Strip stable, batters the spectator with heavy-handed satire on Thatcher's Britain, cannibalism ("This is the police — lay down your knife and fork — you have all been eating the Prime Minister"), and much juvenile nihilism. As with *Who's That Girl*, there is just one key ingredient missing: good jokes.

Geoff Brown

Law of the novelist

Scott Turow, whose best-selling courtroom thriller *Presumed Innocent* has been published this month in Britain, talks to Caroline Moorehead

Scott Turow was standing in the hall of his new law practice in Chicago, waiting to go into a meeting, when he was called to the phone. It was his agent, telling him that a Hollywood studio had just made an offer for his novel, a courtroom thriller called *Presumed Innocent*. It was far more money than he had made in a full 10 years as a teacher and then a lawyer in a district attorney's office. "What shall I do?" he asked. "Turn it down," she replied. "OK, I've turned it down." Turow put down the phone and went on into his meeting.



Scott Turow: "just lucky"

His agent was right. That offer was followed by many more, each bigger than the last, so that finally five Hollywood studios were bidding against each other (Sydney Pollack and United Artists were the victors, with \$1.25 million).

Presumed Innocent, published this month in Britain (Bloomsbury, £12.95), may be a first novel but it has not sprung out of the blue. Turow has been hard at the craft of writing for many years. He is a small, thick-set man turning 40, in a buttoned-down blue shirt and neat city suit, with brown hair thinning on top. Of his writing he says: "It was never possible for me not to be a writer. Like not being brown-eyed. It's the way I came out of the chute."

Turow started writing at high school, edited the school magazine, and by the time he was in his senior year at Amherst College he had a short story taken by the *Transatlantic Review*. Then came four years at Stanford University, two on a fellowship, two more teaching, while "writing, writing, writing," a novel that was eventually turned down by 25 publishers.

But he did not greatly care for that uneasy mixture of academic and writer, and to the disbelief of those around him, he turned down a tenured post in creative writing, took the law school exams, and elected to go to Harvard. As he settled in, he wrote an apologetic note to his agent, explaining that he had given up writing for a while.

After Harvard Turow joined the district attorney's

office first in Boston and then Chicago and made a corner for himself in corruption cases. It was here that the two strands of his life began to mesh. In a spiral notebook, on the 7 am commuter train from his home in a Chicago suburb, he began work on *Presumed Innocent*.

"A couple of years later I was in the middle of a corruption case as lead prosecutor. At these times I don't sleep well. One morning at 5 am my wife leant over and said: 'Why don't you quit and write?' I lined up a new job, took three months' leave and settled down in the basement to write."

The day he became a partner in his new law firm he learnt that *Presumed Innocent* was being bid for by four New York publishers. Turow settled for the eminent Farrar, Straus and Giroux; their offer was not the highest, but it was the most they had ever paid for a first novel.

Turow regards the law with pleasure and a certain reverence, and he finds the "intellectual complexities" compelling. His phenomenal success has simply meant that he has become protective of his writing time and prepared to fight for it. He rises at 6.15, switches on the computer, makes some coffee and writes until 8.

"I don't think of myself," says Turow, "as any more talented than my next-door neighbour. Just lucky. But I do sometimes wake up and wonder: if only I had known I was capable of it — why didn't I do it sooner?"

A turbulent salute

THEATRE

A Lie of the Mind Royal Court

The set, by Paul Brown, establishes the territory: a proscenium-wide photograph of desolate prairie with a carcass of an automobile, like a dead sheep, in the foreground; beneath this tableau, the bumpers of another wrecked car, and a pay-phone.

This is archetypal Sam Shepard country: a landscape of endless indistinguishable small towns where the frontier spirit lingers on in a desert of intersecting freeways, where man the hunter lies in wait for his prey even though there is a Value City down the road, and it is no surprise to find a man traversing the freezing land dressed only in an American flag.

A Lie of the Mind is a turbulent salute to American diversity combining the affirmation of Whitman with the doom-laden cadences of O'Neill, and juggling with

different kinds of reality in a way that is Shepard's own.

It is assembled around the story of Beth and Jake: a young couple who mutually besotted when Jake beats his wife half to death in a fit of jealousy, the brain-damaged Beth longs only to be reunited with him. It is hereabouts that the lies begin.

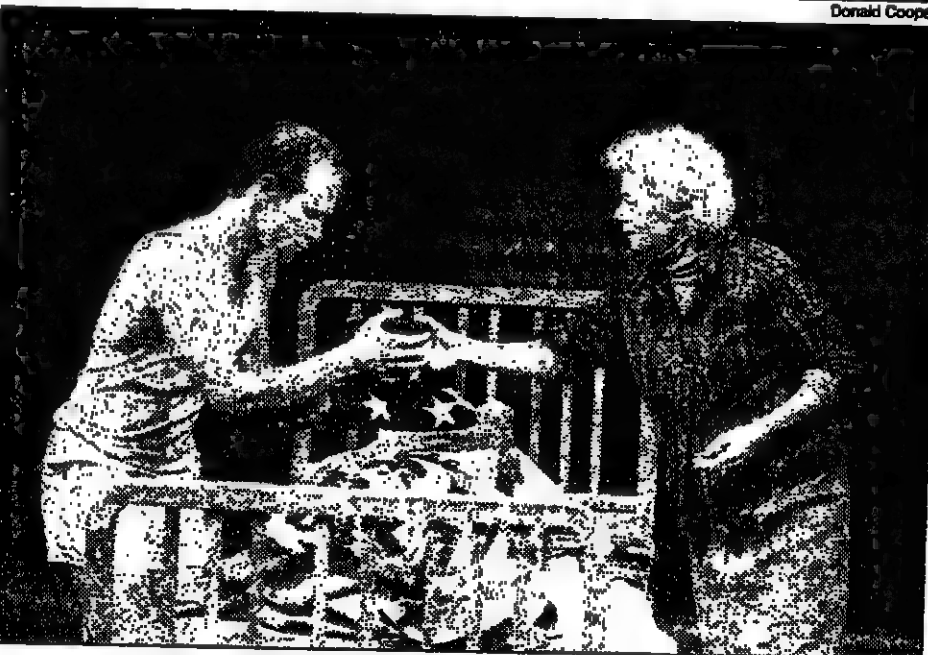
The parents, never reconciled to the marriage, now assume a pretence that it never took place. Jake's mother, while acknowledging her son to be a maniac, holds Beth responsible for her injuries, and resumes possession of her little boy, confining him trouserless in the nursery for his own good. Beth's father, meanwhile, bitterly resents being dragged on a five-hour trip to his daughter's bedside and roars off back into the Montana night to feed his stock.

Jake (Will Patton), with his spasms of uncontrollable wrath and dangerous eyes, seems a rabid psychotic; and Beth a pitiable victim, whom it is hard even to look at in Miranda Richardson's clinically harrowing performance.

Jake's mother (Geraldine McEwan) appears a monster of maternal possessiveness at its most apophatically unjust; balanced by Tony Haygarth's study in unfeeling fatherhood in his treatment of Beth.

It is not Shepard's line to pass such judgements on any of these people; and the play proceeds by a process of narrative shocks which are true to nature whatever their departure from psychological expectation. The first shock is supplied by Beth's brother Mike (Paul Jesson) seen giving tender fraternal therapy to his wronged sibling, and then turning into a monster of vengeful obsession once he gets her back home.

Characters apart, continual shocks are administered by the wild changes of tone. Amid the extreme emotions of the girl's household, the mother (Deborah Norton) wanders plaintively round the room complaining about the noise. In the midst of another fraught scene, Mike triumphantly arrives and deposits the carcass of a deer on the living room floor, marking a

Monstrously unjust mother love: Will Patton and Geraldine McEwan in *A Lie of the Mind*

brisk descent from claustrophobic passion into breezy farce.

Throughout the piece, Shepard shows the force of habit, at its most petty and irrelevant, eclipsing matters of life and death. The main line of the narrative proceeds by a similar system of false clues, so that one is sure that Jake's

brother (Paul Jesson) is going to be left to die while the unfeeling Haygarth sits there announcing his feet with mink ointment, only to survive intact and standing at the end. Likewise the dreaded reunion between Beth and her lethal spouse becomes the tenderest moment in the piece — unobserved by the elders, who

have made their own peace by rolling up the American flag.

It is Shepard's most ambitious exercise in combining the mythic theatre of his youth with American realism: both aspects caught in perfect equipoise in Simon Curtis's production.

Irving Wardle

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Angelus
Soho Poly

Sue Dunderdale's direction of Tony Crazee's odd but passionate new play spreads the action across two rooms, one the living room of the caringly-named Mala, blood-red carpeting underfoot, and the other the bare boards of the room above, from which the previous elderly tenant toppled by way of the balcony, making it possible for the estate agents to look for a serious profit on the vacated space.

Currently squatting in there is Ruth (Sarah Woodward), apprehensive, sun-like, moving warily as if her bones were china, and cursed by the author with a gift for second sight. Mala's increasingly desperate son Mick sees in the girl a last hope of escape from his penurious life. Escaping from Mum too is Stella Turner, daintily grinning at the girl before turning to snarl on a poisoned phrase at her boy. Escape from the enveloping home is the eventually evident theme of the play.

America is to be his destination but while the rhythms of

California Girls are heard at the start, the only music Mick plays is a tape of the Angels. The words that the Angel of the Lord declared unto Mary are translated in the programme, and intellectually one can work out that Mick is frantic to be born.

But the outbursts of religious resentment towards Old Man God fail to fit snugly into the character, though Philip Joseph is impressive at conveying the raw, taut frenzy of the man who will always get the thunderbolts of fate smack in his face.

Jeremy Kingston

Atonement
Lyric Studio,
Hammersmith

The sound of running water recurs between the scenes of Barry Collins's three-hander. Initially, it appears to be the lapping of waves because Danny, the boring, loutish male character inexplicably being fought over by two females, is an unemployed fisherman.

By the end, though, it has become all too clear that it is

the drawn-out draining of the kitchen sink. That receptacle has been overflowing with impenetrable muck. Danny (Lorcan Cranitch) has shackled up with his landlady Beth (convincingly taken by Anabel Leventon), whose husband went off with the kids and left the pram.

Meanwhile Danny's wife, Maura (Sarah Neville), has been in a mental hospital making friends with pigeons and teaching the poor lame ducks to fly. It transpires that she has lost two children prematurely, the first as a result of tripping over her father-in-law's cat and the second through a self-induced abortion. This, apparently, was some kind of revenge on Danny, who insisted on consorting with the local tarts.

In fact "local" begs a question, for although the action is set "in an industrial town not far from the sea" one never gets any concrete sense of location.

Not much sense of relationship either. The three characters' voices, too, often sound the same and it seems to make little difference who is present when another speaks.

Harry Eyres

AN
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BOOKS 1

The grass roots of Terror

Tim Blanning reviews the masterpiece that brings the Revolution to life

With the bicentenary of the French Revolution looming in view, we must brace ourselves for the publication of a flood of books to commemorate the event. If the revolutionary tide washes in anything even half as good as this wonderful book, we can count ourselves very lucky. It was first published back in 1961, but in French - Cobb being just as proficient in French as in English and perhaps even more eloquent. A few historians have written in languages other than their own, but very few have lived to see their work translated back into their native tongue by someone else. And a very good translation it is too.

The *People's Armies* of the title were task-forces of volunteers formed in the autumn of 1793. They were not intended for action against the numerous foreign enemies of the Republic, but for operations against the enemies within - also thick on the ground by this stage of the Revolution. Their most important task was to secure supplies of grain for the towns from a peasantry increasingly reluctant to part with it. Also on their agenda was the expropriation of the Church, dechristianization, the intimidation of counter-revolutionaries, and requisitioning for the regular armies defending the frontiers. In short, they were to be the instrument of the Terror.

Mercifully, their reign lasted only a few months. After a false start in June 1793, they didn't really get going until September. Yet most were disbanded in December, with only the Parisian force lingering on until March of the following year. There were forty "armies" all told, with a total complement of just 40,000, operating in only about half of the Republic's 83 departments. Their achievements were modest. They did help to supply Paris, they did help to keep the regular armies going, and they did prove efficient incoercible; but as terrorists they cut a poor figure. The rank-and-file were too old (hernias were a special problem), too undisciplined, and too few in number to make more than a passing impact on the great intractable mass of the French population.

What justifies the attention Cobb

THE PEOPLE'S ARMIES
By Richard Cobb
Translated by Marianne Elliott
Yale, £30, paperback £9.95

devotes to this rag-tag army in his massive study (776 large pages of smallish print) is the unique opportunity it provides for discovering what it was actually like to live (and often die) in the most anarchic and violent phase of the Revolution. The supreme exponent of history-from-below, he has not just unparalleled archival knowledge, but also the literary skill to take his readers back into the mental and physical world of his subjects, and to evoke the atmosphere in which they pursued their ideals and perpetrated their atrocities. These roistering, whoring, gambling, boozing revolutionaries were, it may be assumed, far removed from the world of a professor of modern history at Oxford - but somehow Cobb has managed to make the imaginative leap.

He also has the sympathy to take them as they were. When he tells us that he is going to let them speak for themselves, to illustrate life as it was, and to allow the reader to draw his own conclusion, he is as good as his word.

Whether the reader enters the world of *The People's Armies* from right, left or centre, he will find congenial company. In particular, the supporter of the Revolution will find plenty to quicken his pulse. He can revel in the radical rhetoric of the Paris clubs, share the sense of a revolutionary millennium, participate in the cosmic struggle between liberty and despotism. His companions will perhaps be rather violent, often the worse for drink, and prone to all manner of unattractive prejudices (anti-feminism, anti-clericalism, and anti-Semitism, among others) but never dull. The general staff of the Parisian army, for example, boasted several important members theatrical by profession as well as by behaviour. If one can imagine an army of civilian volunteers commanded by 18th-century equivalents of - say - Oliver Reed, Richard Harris, and Peter O'Toole, one can appreciate the fun there was



to be had. Even the pay and conditions were good - much better than in the regular armies - and there was much less danger of actually having to lay down one's life in the cause of liberty and equality.

To be on the receiving-end of the attentions of *The People's Armies* was much less amusing. Even if their atrocities have been greatly exaggerated, Cobb's account provides more than enough ammunition for those who prefer to see the Revolution as a disaster, which polarized France with such divisive bitterness that political instability became endemic for a century or more. His account of the infamous *noyade* at Nantes, for example, when 129 helpless prisoners were drowned in the Loire, is all the more harrowing for being viewed through the eyes of the perpetrators. Whether it is through a pious Catholic being forced

to spit on a crucifix or an anxious supplicant being told "our guillotine is rusting, we shall oil it with your sister," the awful reality of revolutionary repression is made painfully concrete. The slogan of the armies was "force to the law," but they acted outside the law so often that it could be only a matter of time before even their masters in Paris had had enough.

The decision by the publishers to make this masterpiece by the greatest living historian of the French Revolution accessible to a new and potentially much larger audience deserves all possible praise. It is beautifully produced and, by the standards of academic publishing, amazingly good value. Too many historical blockbusters are much admired but little read. This one really does deserve to be in the hands - not just on the shelf - of everyone who cares about history as a stimulating, entertaining, living evocation of the past.

Life is a big jigsaw

NOVEL
of the week

Victoria
Glendinning

LIFE

A User's Manual
By Georges Perec
Collins Harvill, £12

Imagine a tall grey apartment building in Paris. In one of the attics lives an old artist. He has lived in the house for 55 years, and seen families come and go, removal men and undertakers carting away the evidence of their existence down the stone stairs. One day, no doubt, even the building itself will be demolished. So he decides to paint a picture of the building with everything in it, past and present.

Life: A User's Manual is composed of inventories, as each apartment is atomized room by room - not only the decor, the furnishings, and the pictures on the walls, but all written words visible on labels, magazine covers, advertisements, letters, even on the scrap of newspaper replacing a broken pane of glass. This 500-page novel is arranged in sections, teasingly, like jumbled bits of jigsaw. People are catalogued as well as objects; there is no "story", only stories, about everyone who has ever lived in the house and some people who have not.

A key story is about Barlebooth, the rich Englishman in one of the grander flats. He spent 25 years learning to paint, then 20 years painting 500 watercolours, which he glued to plywood and had made into jigsaw

puzzles. He is working through the puzzles, putting them together, when he has done them all he plans to have the reconstituted paintings dipped in detergent, leaving only the blank paper he began with. Another story is about a craftsman who injects a worm-eaten piece of wood with a fluid that hardens. Then he chips away the rotten wood "to disclose the fabulous arborescence within", a "material accumulation" of all the activity that constituted the worm's existence.

This book is a similar "fabulous arborescence" - an eccentric, madly ambitious scheme to display life all at once instead of in selected fragments. But the conclusion seems to be that nothing can be understood except in fragments, or after it is over. The

painter fails to halt time by recording everything he remembers. He dies before he has done more than sketch a cross-section of the building. Barlebooth too dies too soon, holding the last piece of his 439th jigsaw in his hand. But it was not going to fit in the remaining space anyway. The puzzle-maker had fooled him.

Georges Perec fools the reader, too. His book is spattered with scholarship and mock-scholarship, allusions, and allusions, uncompleted crosswords, mathematical formulae and quizzes. It's the product of a tactically ingenious intelligence, like James Joyce's *Life: A User's Manual*, which has been courageously translated from the French by David Bellos. It won the Prix Médicis when it appeared in France in 1978, and two years ago was voted "the novel of the decade" by *Le Monde*. But Georges Perec had died in 1982, aged 46; time seems to have doubled crossed him, as well. I enjoyed this book in a bewildered way, though it would take many readings to grasp all its implications. In any case it hardly matters whether one enjoys it or not. It exists, in a monumental fashion, like the apartment block and everything and everyone it contains.

Forging a man of steel

FICTION

Andrew Sinclair

LENIN

The Novel

By Alan Brien

Secker & Warburg, £11.95

NIGHTS AT THE ALEXANDRA

By William Trevor

Hutchinson, £7.95

Lenin: The Novel is presented as the journals kept by Lenin from the age of 15 until his death. It is history as fictional diary, written by somebody who looks like Lenin and is obsessed by Lenin, Alan Brien. As an act of total immersion, the author sunk in the subject, the work is convincing and charismatic. The reader believes that the apparent diarist was a great man, thought in this way, planned a revolution, and carried it through. Lenin is at last revealed, boils and all.

And yet, this is fiction, based on the known facts of Lenin's life. It persuades by its intimacy with the hero. Actually, Alan Brien makes the revolutionary leader rather endearing and a little too British. At a critical time in the Russian Revolution, Lenin feels like Buttons and Cinderella being barred from the ball, while he thinks he looks like Mr Pickwick's unfortunate elder brother, and admires Sherlock Holmes as an excellent reactionary spy. Such musings are possible, but not plausible. Yet on the whole, the author's identification with Lenin presents a

credible confession by the Russian revolutionary leader. If it is not true, it reads like the truth, not *Pravda*.

The book humanizes the Russian leader, although he defined himself as an absolute involving the destruction of members of the bourgeois class such as Mr Brien. *Lenin: The Novel* makes immediate the Bolshevik Revolution by a device that would be condemned by Lenin and any committed revolutionary. This is not history as science, but history as dedicated imagination. For its compelling narrative power and its convincing recreation of events that changed the world.

Lenin: The Novel should be read by every capitalist, but the comrades must reject the attempt to do it. Lenin's diaries? They must be a forgery, as most brilliantly they are.

From the long to the short of it, William Trevor's *Nights at the Alexandra*, illustrated by Paul Hogarth, justifies the whole Hutchinson series of novels. Trevor conjures up a boyhood in an Irish wartime town. The boy falls in love with Frau Messinger, whose elderly husband is kind, German, and suspect. As a gift to his wife, he builds her a picture palace in the town, the Alexandra. She dies and the boy inherits the cinema, where he dreams of his lost love.

Elegiac and nostalgic, yet earthy in remembrance of Irish family life, this little book is perfect in its making and its length. *Nights at the Alexandra* satisfies, yet leaves a longing for more, although all that is necessary has been written. Nothing Too Much, the Greeks said. Much in Little, the Romans said. Brevity is Wit, the English said. And William Trevor proves all the tags correct.

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Five & Eighty Hamlets, by J.C. Trewin (Hutchinson, £14.95) Modern history of the play by GOM of theatre.
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Banal breasts bared

Barbara Amiel

WOMEN
By Naim Attallah
Quartet, £15

Publisher Naim Attallah has interviewed 289 women in order "to learn about them and understand their dreams and aspirations". He calls the bulk of his book "Women Speak", which George Orwell would have shortened to one word. In its way, though, the book is quite instructive. Take model Jerry Hall on feminism. "But when I got pregnant," explains Miss Hall, "then I started seeing the unfairness of being a woman, because your body gets deformed. It gets huge, and the man stays perfectly normal, and that's so unfair that one sex gets deformed for the benefit of both sexes. That made me think more about women, that maybe they've got a point."

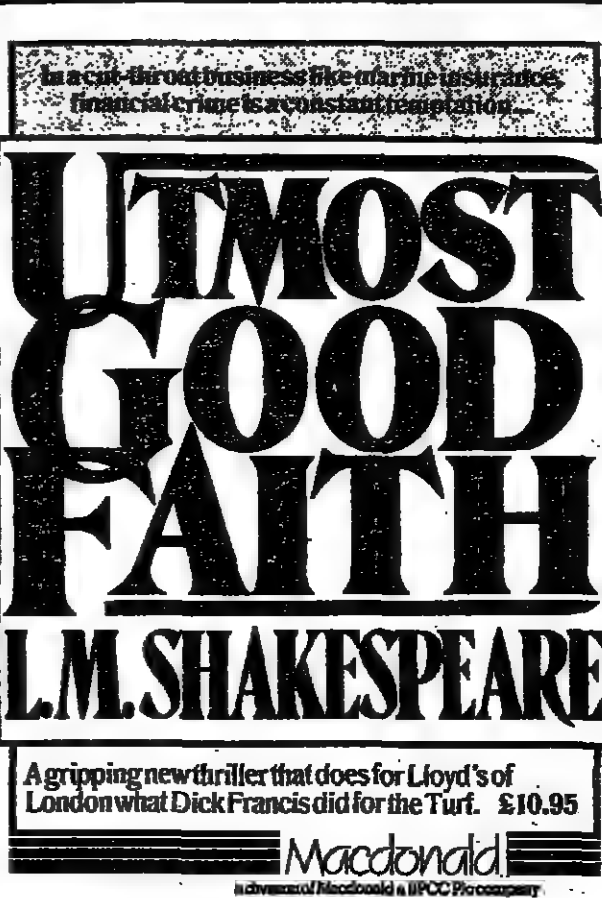
Well, yes. That statement is quite basic to a way of thinking that characterizes not just feminism, but a number of our justice-collecting movements who view every disparity in life as a conspiracy against them. Of course, if you want to talk to 289 of the smartest people of contemporary society you are unlikely to find most of them among our professional "communicators". Mr Attallah spent much time chatting to journalists, personalities, and women from the liberal arts. The level of discourse in the book reflects this. He would probably have been better off looking for accomplished women among scientists and others who for their achievement had to undergo a more rigorous level of mental training than that of a television presenter.

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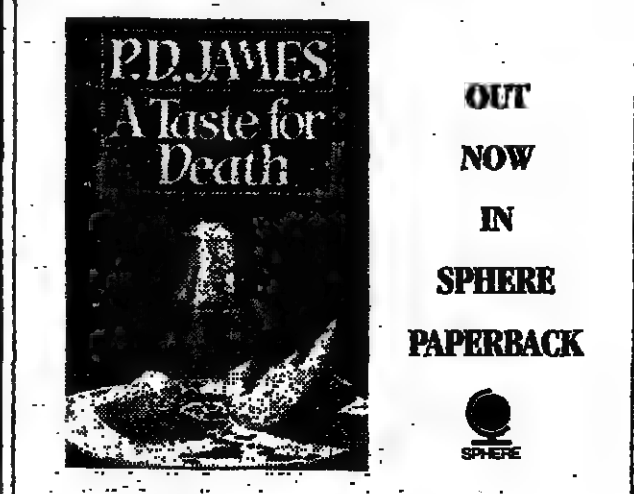
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BOOKS 2

The case of a lost Earl

Harold Sebag Montefiore reviews books about the Lucan mystery

LUCAN
Not Guilty
By Sally Moore
Sidgwick & Jackson, £12.95
TRAIL OF HAVOC
In The Steps of Lucan
By Patrick Marnham
Viking, £10.95

On 7 November, 1974, Sandra Rivett, who had been engaged two months earlier as nanny to the three children of Veronica Countess of Lucan and her estranged husband John, seventh Earl of Lucan, was battered to death at the family home, 46 Lower Belgrave Street, and Lady Lucan herself received half a dozen blows on the head from a blunt instrument — a bandaged lead pipe.

Lord Lucan, then aged 39, had been educated at Eton, commissioned as a National Service officer in his father's old regiment, the Coldstream Guards, worked for a brief period at a merchant bank, William Brandt, had married Veronica, daughter of the late Major Charles Duncan, MC, at Holy Trinity Church, Brompton in November 1963. By then he was a professional gambler — the house player at the Clermont Club, Berkeley Square.

Ten years later the marriage had broken down. John, who was a devoted father, commenced custody proceedings that were both bitter and expensive. (I had been offered a brief to appear but declined it. I had been a guest at the wedding and did not wish to be involved.) At first Mr Justice Arnold granted him care and control of the children, but later Mr Justice Rees returned them to their mother, giving limited access every other weekend to the father, who, having spent £20,000 on legal fees, court costs, and private detectives, was heavily in debt, and put the family silver up for sale.

On the evening in question the nanny's night off had been changed, unknown to John, and he entered the house using his key. Within the hour Veronica staggered into the nearby pub, The Plumber's Arms, shouting "Help me, help me, help

me. I've just escaped from being murdered! My children, my children! He's murdered my nanny." No name was mentioned.

John had driven off in a borrowed Ford Corsair. His own Mercedes was nearby with a flat battery. He phoned his mother, Kathleen, the Dowager Countess of Lucan (the doughty socialist councillor in St Marylebone who had been my opponent in three GLC elections) and asked her to collect the children, telling her there had been a terrible catastrophe. Veronica was hurt and the nanny hurt badly (the two women, although very different in appearance, were 5ft 2in in height).

The car was seen next morning at Newhaven with splashes of blood whose groups were analysed as A, B and AB. Veronica was group A, Sandra group B. A piece of bandaged lead pipe was later found in the car. John had stopped off en route at Susan Maxwell-Scott's house at Uckfield, where he wrote letters to both his brother-in-law William Shand-Kydd and the car owner. He has never been seen again, although sightings have been reported (and John Stonehouse, the MP who went missing the same month, was arrested in Australia in error for him).

The police issued warrants naming Lord Lucan for murder and attempted murder. Dr Gavin Thurston presided over an inquest which lasted for four days the following June and the jury returned a verdict of "murder by Lord Lucan".

In *Lucan — Not Guilty* Sally Moore, a Fleet Street journalist, sets out to prove her title. This enthralling book, which has taken her 12 years to write, is painstakingly researched. She has interviewed the witnesses, talked to the victim's family, and enjoyed the co-operation of all the Lucan relations except Lady Lucan, whose health unhappily keeps her in hospital from time to time.

Miss Moore's thorough investigation convinces her that Lucan was wrongly convicted. He was branded as a killer without being present at the inquest, without standing trial, without even the benefit of a full defence. She criticizes the coroner's conduct; in my opinion he acted



The Earl and Countess of Lucan on their wedding day, and later in 1963, before the crash

perfectly properly, although as a result of this case Parliament enacted the Criminal Law Act of 1977, and more recently, by the Police and Criminal Evidence Act 1984, a wife is now competent to give evidence against her husband, and is compensable where the offence charged is that of assaulting or injuring her.

Miss Moore believes that the murder and the injuries to Lady Lucan were inflicted by an intruder, and she followed the trail of Mr X who eventually pleaded guilty to wasting police time and making a false report, and was fined £25 with £10 costs. She produces alibi evidence by Clermont Club employees that at the relevant time Lucan was

'He was branded as a killer without trial'

in Berkeley Square, but I doubt if an Old Bailey jury would accept the alibi. The piece of lead piping in the car could have been planted, she says, and no relevant fingerprints or gloves were found. The bloodstains

could have been misleading. She hopes her book will encourage Lucan — if still alive — to come forward and clear his name.

Patrick Marnham, a former *Private Eye* writer, has produced a curious book, only half of it devoted to the Lucan case. The remainder tries to perpetuate his vendetta with Sir James Goldsmith. He believes the nanny was murdered by an accomplice hired by Lucan or possibly by a deputy. Perhaps we shall never know, and in due course Lord Bingham, now a 20-year-old undergraduate at Cambridge, will petition for the presumption of his father's death, and take his seat in the House of Lords as the eighth Earl of Lucan.

Master manner or fine frenzy

POETRY

Robert Nye

THE HAW LANTERN
By Seamus Heaney
Faber, £7.95
THE MOON DISPOSES
Poems 1954-1987
By Peter Redgrove
Secker & Warburg, £10

Seamus Heaney has established a recognizable manner, so that if you open an anthology of modern verse and read a few lines you will know they are his before you notice the name at the end. This perfection of a style has its merits, and its defects. On the one hand, Heaney is a serious and authentic poet, and by exploring the themes which it has seemed to him right to explore, and by following that exploration through to its consequences, it might seem that he has had no choice but to write in a certain way; and it is to his credit that he has learned to perfect that way. On the other hand, I admit to critical reservations — these come when Heaney's mastery of his own manner seems to allow him to manipulate it, so that it comes to stand between him and any experience which might unbalance or otherwise alter it.

The manner can deteriorate into mannerism. He is so much in command of his gifts that the process of his work hardly allows for accidental grace.

Heaney's slightly older contemporary, Peter Redgrove, is in several respects a less satisfactory writer. Redgrove's verse can be incredibly uneven. But he takes risks which Heaney does not seem prepared to take; and in among a great body of indifferent work he now and again surprises himself and his readers with individual poems that win through to another level altogether — a level of pure inspiration. Redgrove seems to me like a man who is willing to go

out of doors without coat or hat and do ridiculous things on hilltops in thunderstorms. Consequently his verse gets struck by the odd bolt of lightning. There is a marked absence of lightning in Heaney's work.

To say this, though, is to say the most negative thing I would wish to say about Seamus Heaney. There is so much here for which we can only be grateful, especially the sonnet sequence concerning the death of the poet's mother. These poems are not only moving and good in themselves, they are also heartening in that they show Heaney returning to the difficult task of trying to come to terms with his deepest feelings, the task which resulted in the best things in his earlier books.

He always writes well when he has some difficult simple truth to tell:

The wintry hawk is burning out of season, crab of the thorn, a small fight for small people, wanting no more from them but that they keep the wick of self-respect from dying out, not having to blind them with illumination.

Peter Redgrove's work is full of attempts to blind us with illumination. A bad Redgrove poem starts anywhere and ends nowhere; which is to say that his subject matter — myth, weather, ghosts, insects, people — consists of so many vague doors into a single room where his purpose is simple: to celebrate language. Look! he cries, and listen! and awake! The result is a neo-romantic poetry of exclamation addressed to the quickening of the senses, but too often quickening little save a feeling of what a an extraordinary gift of the gab the man has. Sincerity done to death by puns might be a fair description of two-thirds of this volume. The remaining one third is what matters. The odd thing, of course, is that Peter Redgrove always convinces us that we could not have the quiet bits without the shouting.

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THEATRE
LONDON

★ **ATTEMPTING:** New Barry Collier play, the eternal triangle at the Yorkshire Theatre, York (01-437 2111), Tue-Sat 8-10.15pm, £10.50.

★ **BLUES IN THE NIGHT:** Return of hit blues show, Carol Wiles, Debbi Bishop, Maria Friedman sing their hearts out in a sleazy club, Piccadilly Theatre, Denham Street, W1 (01-437 4508), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **CONVERSATIONS ON A HOMEFRONT:** The excellent David Theatre Company from Galway on their international tour with Tom Murphy's searing play, Donmar Warehouse, 41 Earlham Street WC2 (01-240 0230), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **CRIMINAL MINDS:** Colin Baker and Jack Watling in twisty thriller of murder, mystery and mental twists, Strand Theatre, Aldwych, WC2 (01-240 0230), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **FOLLY:** Sonoma's musical, in London at the Diana Rigg and Julie McKenzie leading a merry cast, Shaftesbury Theatre, Shaftesbury Avenue, WC2 (01-373 5595), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **THE HYPOCHONDRIAC:** Tom Courtenay heads strong cast in Moliere's classic comedy, Lyric Theatre, King Street W6 (01-741 2311), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **KISS ME KATER:** Rick production of the Cole Porter musical, Paul Jones and Nicola McAuliffe, Old Vic Theatre, Victoria Road, SE1 (01-225 7616), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **A LIFE OF THE MIND:** Five acting team in new Sam Shepard play exploring family tensions in the Mid West, Royal Court Theatre, Sloane Square SW1 (01-830 1745), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **THE LIVING ROOM:** Major revival of Graham Greene's first play, strong cast includes Judy Campbell, David Gray, Peter Elythe and Paul Daneman, Novello Theatre, Bedford Street WC2 (01-831 0860), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

★ **NO MORE A-RIVING:** Brian Denham in premiere of "The Living Room", Novello Theatre, Bedford Street WC2 (01-831 0860), Tue-Sat 8-10pm, £10.50, £10.50, £10.50, £10.50, £10.50, £10.50.

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OUT OF TOWN

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Less than a week after the London shows by Chuck Brown and the Soul Searchers, come three English dates by that other pillar of the Washington DC Go Go establishment, Trouble Funk (above). The band is heavier (both musically and physically) than Brown's ensemble and being younger, its members tend to display less in the way of jazz and R'n'B roots, aiming more for the kind of undiluted "P-funk" attack associated with George Clinton's Parliament. The ceaseless pulse around which the various songs are woven into a gradually developing, linear groove, gives Go Go its intrinsic appeal as a five, non-stop, dancefloor attraction, but has proved difficult to adapt to the recorded medium. These, despite its history as a premier Washington attraction since 1978, the group's fame remains essentially localized in America while it continues to build a rapidly expanding cult status in Britain and Europe. The current album, *Trouble Over Here Trouble Over There*, co-produced by Bootsy Collins, indicates a potential that could be converted into the kind of success enjoyed by Run DMC or Cameo, given the benefit of one or two hit singles. Trouble Funk appear tonight at the Octagon Theatre, Western Bank, Sheffield (01-743 7330), 7.30pm, £5.50-£25.00; tomorrow at International 2, Manchester (061 224 5050); Saturday at Britton Academy, London SW9 (01-326 1822).

hearing Roberto Gerhard's Violin Concerto, followed by Bruckner's Symphony No. 5. Free Trade Hall, Peter Street, Manchester M2 6JL, 7.30pm, £2-£5.

★ **LITTON/BRUNN:** Andrew Litton conducts the Birmingham Symphony Orchestra in Debussy's lovely *Grigol Fauré's* Symphony No. 2, 10.15pm, £10.50-£25.00. Turner Sims Hall, Southampton (01-927 5617), 8pm, £5.

★ **TOWNES VAN ZANDT:** Start of tour for the "legendary" Texan singer/songwriter from the Seventies, whose songs have been recorded by, among others, Emmylou Harris ("Poncho and Lefty") and Bobby Bare. Lyceum Theatre, London W1 (01-437 5595), 7.30pm, £4.50.

★ **THE STYLE COUNCIL:** The four Paul Weller with his ex-soul collective. Sheffield City Hall, Barham Pool (01-437 5595), 7.30pm, £2.

★ **THE MEN THEY COULDN'T HANG:** Now on their third record label in less than 18 months, the folk-rockers are promoting a new EP, *Let's Get It On*. The Laas, Colchester (01-206 5499), 7pm, £4.

★ **RYAN ADAMS:** The mid-western rock with a hard-driving, built around the simple production values of the Sixties. Support is 7PM. Wembley Arena, Empire Way, Wembley (01-902 1234), 8.30pm, £25.00-£150.00, also tomorrow.

★ **THE ECHO:** The ECHO is conducted by Josef Suk in his grandfather Josef Suk's Meditation on an Old Bohemian Chorus and his great-grandfather Dvorak's Serenade Op. 22. He also solos in Mozart's Violin Concerto K.211. Queen Elizabeth Hall, South Bank, London SE1 (01-428 3191), noon, free.

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EVENING

★ **CHARLIE ROUSE:** The great American saxophonist, with Peter King and the Stan Tracey Trio, University College Theatre, Finsbury Park, London NW3 (01-435 2215), 7.45pm, £5.

★ **ANDY SHEPPARD:** The best-loved saxophonist, on the same bill as the Steve Lacy/Steve Argüelles duo, Spring Street Theatre, Spring Street, Hull (0482 224800), 7.45pm, £5.

★ **URBE GREEN:** Woody Herman's ex-woodsy stars on a night of modern trombones, 100 Club, Oxford

TELEVISION AND RADIO

Compiled by Peter Dear
and Peter Davalle

Echoes of Strangelove



On this British Polaris submarine are some of the world's stock of 50,000 nuclear weapons: Equinox, C4, 8,000pm

TELEVISION CHOICE

Equinox: Command and Control (Channel 4, 8.00pm) is all grim statistics — 50,000 nuclear weapons worldwide; just 30 minutes flight-time for a nuclear missile from the Soviet Union to hit the US (and vice-versa, presumably). The American President is always shadowed by a man carrying a black attaché case that controls his half of the shooting match and, in the event of emergency, both President and case take to the air. During a rehearsal, President Carter missed the case. Command and Control looks at what else might go wrong. Although technical safeguards have been developed to prevent the Mad Major scenario, it is suggested that these precautions were introduced only when the Americans started establishing nuclear bases in countries whose efficiency they didn't trust. "It wasn't fear of the Americans going berserk, or even Germans going nuts, but of Turks and Greeks," says one man,

scarcely able to control his mirth. This deadliest of subjects provokes a certain amount of nervous hilarity, and the black comedy of *Dr Strangelove* is never far away. British procedure towards countdown operates like a rickety game-show: open the safe, remove the envelopes, compare the contents with your partner and, if they match, announce: "My half of the signal authenticates." The

Chris Petit

Radio 1

6.55 Weather 7.00 News
7.05 Morning Concert J.C. Bach
(La coccia overture)
Academy of Ancient Music
under Hogwood, Schubert
(12 German Dances, D 790;
and Seligkeit, D 433)
Ameling, soprano, and
Domenus, harpsichord
Vaughan Williams (Fantasia
on Greensleeves, Academy
of St Martin-in-the-Fields,
Bernard Haitink) 8.00 News
8.05 Morning Concert (cont):
Dvorak (Scherzo
capriccioso), Op 68
Cleveland Orchestra under
Christopher von Dohnanyi,
Vienna (Concerto in G for
two mandolins, RV 532
Pavley of Instruments, Jean
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Radio 3

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8.05 Morning Concert (cont):
Dvorak (Scherzo
capriccioso), Op 68
Cleveland Orchestra under
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two mandolins, RV 532
Pavley of Instruments, Jean
Francois Quarter for
cello and string trio: Elia
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salon Mexico, Dances SO)

Radio 7

6.55 Weather 7.00 News
7.05 Morning Concert J.C. Bach
(La coccia overture)
Academy of Ancient Music
under Hogwood, Schubert
(12 German Dances, D 790;
and Seligkeit, D 433)
Ameling, soprano, and
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Radio 8

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Radio 9

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Radio 10

6.55 Weather 7.00 News
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Radio 12

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Radio 13

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Radio 14

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Radio 15

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Radio 16

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Radio 17

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BBC1

6.00 Cee-fax AM.
6.35 Leon Errol in Poppa Knows
Worst (b/w) 6.55 Weather.
7.00 Breakfast Time includes
national and international news at
7.00, 7.30, 8.00 and 8.30;
regional news and travel bulletins
at 7.15, 7.45 and 8.15; and
weather at 7.25, 7.55 and 8.25.
8.40 Open Air. Eamonn Holmes
receives viewers' comments on
yesterday's television output.
To participate ring 081-814 0424.
8.55 Regional news and
weather.
9.00 News and weather followed by
Neighbours (r). 9.20 Kilroy.
Robert Kilroy-Silk chairs a
studio discussion on a topical
subject.
10.00 News and weather followed by
Going for Gold. Quiz show (r).
10.25 Children's BBC. Andy
Crane with programme news and
birthday greetings followed by
Play School, presented by Chloe
Ashcroft and Nick Mercer and
Gan narrated by Patricia Hayes (r).
10.55 Five to Eleven. Paul Alexander
with a thought for the day 11.00
News and weather 11.05
Open Air presented by Bob
Wellings and Susan Rae.
12.00 News and weather 12.05
Daytime Live. Today's edition of
the magazine programme
includes guest 12-year-old artist
Stephen White and a review of
Governers and Governors by a British
police officer. 12.55 Regional
news and weather.
1.00 One O'Clock News with
Michael Buerk. Weather. 1.30
Play School. Cive tries his
hand at another business venture.
1.50 Going for Gold.
European general knowledge
quiz.
2.15 Five White Corridors (1951,
b/w) starring James Cagney,
Ginger Rogers and Patricia
Clark. Hospital drama in which
pressures of work put strains
on already rocky relationships.
Directed by Pat Jackson.

BBC2

8.00 Cee-fax 9.25 Daytime on Two:
the beginning of Austria's school
year 9.45 Preparing a
television news 10.15 Fabrice
10.30 Measurement in
science 11.00 Thinkabout 11.15
The Gunpowder Plot 11.35 A
week in the life of five girl friends
12.05 Catalyst 12.25 A
major issue of the week 12.50
Microtechnology 1.20 For the
very young. 1.35 The sound of
words 2.00 News and
weather 2.02 Puppets.
2.15 Snooker and Racing. Fifth
round action in the Rothmans
Grand Prix from Reading; and
the Hogg Robinson Stakes (2.30);
the Match Morris Hill Stakes
(3.00); the EBF Theale Maiden
Stakes (3.30); and the
Ladbroke Handicap Stakes (4.00)
from Newbury. Includes news
and weather at 2.50 and 3.45.
5.00 Motorist 87. The second of two
programmes from Earl's Court
presented by Mike Smith and
Janet Ellis.
5.30 Gardener's World from
Barnsley (r).
6.00 Battler's Galactica. Science
fiction series.

BBC1

Wales Today 6.30-7.00 Ken
On The Post 12.00-12.30 News
12.35-1.00 Regional News
1.05-1.30 News
1.35-2.00 News
2.05-2.30 News
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8.35

STOCK MARKET

Conditions fragile despite surge

By Michael Clark and Geoffrey Foster
The London stock market showed signs of regaining some of its composure yesterday following this week's trauma, helped by a record one-day rise on Wall Street and a strong rally in Tokyo.

Prices raced ahead from the outset with dealers reporting good two-way trade as most investors took the view that the worst was over. Dealers had been at their desks shortly after dawn bringing prices up to date on their computer systems — many of which have failed to keep pace with the violent swings in trading over the past few days.

By mid-morning, the FT-SE 100 index was up 173.5 and threatening to surge back through the 2,000-level when one of the Stock Exchange computers blew a fuse. This meant that no one was able to work out the minute-by-minute movements of the index. When normalcy returned a couple of hours later, equities had lost some of their initial sparkle, almost halving earlier gains.

But prices recovered with the FT-SE 100 index finishing 142.2 higher at 1,943.8. The narrower FT 30 share index also closed below its best levels with a rise of 88.1 at 1,527.3.

But dealers appeared far from happy about the day's events and warned that conditions remained "fragile." Many still expressed fears about the state of the American economy and said the US government would have to take further positive action before confidence returned to former levels.

One leading broker in

London said: "We have got to be far more cautious than we were. Everyone expected Wall Street to lead this market lower, eventually. But most of us thought it would be next year some time."

Gilts continued to shrug off Tuesday's gloomy money supply figures, showing another surge in bank lending during September. Rises at the longer end stretched to more than 50p.

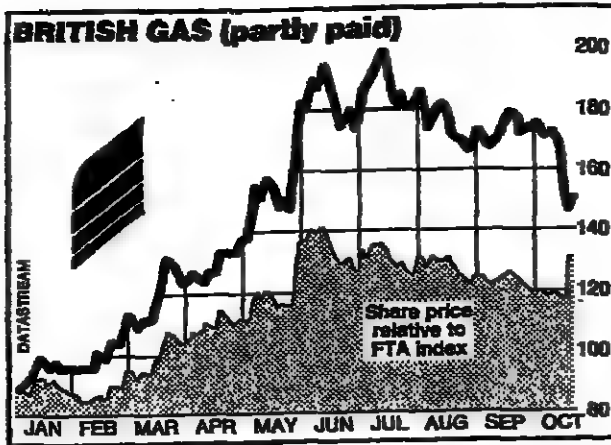
London still has its own problems with the BP sale looming which could provide a knock-on effect on the rest of the market. Cash levels are not that high and fund managers could be forced to liquidate some of their positions to take up underwriting commitments.

Despite the positive stance of the Government, the final outcome of the £7.5 billion BP

Whewy, the Birmingham engineer and forge master, showed signs of recovery yesterday, closing 6p higher at 48.5p helped by money buying. Williams Holdings, the conglomerate, is said to be keen to expand its engineering interests and is lining up a bid of 75p a share.

offer for sale remains in doubt. The price did manage to rally 13p to 297p as 35 million shares were traded but the chances of the issue becoming the runaway success previously forecast are growing slimmer. The shares are still trading 33p below the 330p price at which they are being offered to the public.

This is bad news for the underwriters who have agreed to guarantee the issue. It



seems increasingly likely that most small investors will choose to give the issue a wide berth. That will result in the underwriters having to absorb millions of shares.

Yesterday's rally provided some much needed relief for small investors who have seen their portfolios of privatized companies steadily whittling away over the past few days.

Leading the way higher were shares of British Gas partly-paid, up 12p at 150p, as more than 34 million shares changed hands. This will no doubt come as welcome news to Wood Mackenzie, the broker, which was last week again informing clients about the group's "wonderful earnings and dividend growth" and recommending the shares as a buy.

Wood Mackenzie sees the growth in gas demand rising by 3 per cent over the next five years which should help to boost earnings growth by 15 per cent to 20 per cent over the remainder of the decade.

The broker is forecasting a rise in net income from £684

million to £810 million for the year to March 31, with the prospective p/e of about 11. For 1989 the final figure is expected to be about £950 million. Wood Mackenzie says the current rating does not reflect the group's potential.

Other privatization stocks to go better included British Telecom, up 20p to 237p on turnover of 20 million shares; Jaguar up 44p to 449p; Cable & Wireless, up 26p to 426p; British Airways, up 16p to 176p, after 18.5p; BAA partly-paid, up 7p to 125p; Associated British Ports, up 13p to 563p; and Rolls-Royce, up 14p to 167p.

PE Kemp Holdings, the theatrical design group, made a successful debut on the Third Market. Placed at 60p by its sponsor, Dennis Murphy, Campbell, the shares closed at 73p, for an opening premium of 13p.

Ashted, the USM-listed plant and tool hire group, rebounded 130p to 505p in a

restricted market. Dealers are hopeful the group will enjoy strong demand for Ashted's hire machinery in the wake of last Friday's hurricane winds with people desperate to repair storm damage.

Ashted came to the USM at 122p last November and recently touched a peak of 570p after excellent full-year figures which showed pretax profits up by 91 per cent to £1.02 million and well ahead of the forecast of £910,000 made at the time of its debut.

Shares of Tope, the civil and military regalia manufacturer, soared 30p to 245p on the news that Mars Security, Slough, holds a 5.4 per cent stake. This led to speculation that the stake build-up could be the prelude to a full bid.

Hammerson Property Investment, one of Britain's biggest developers, attracted

£1.45 billion. The USM-listed Cymbran manufacturer of rubber-covered rollers for industrial use, led by Mr Kevin Burke, the chairman, provided one of the day's best recoveries, rising by 100p to 160p.

Word is that everything is going well for the company and a machine installed earlier in the year which makes very large rollers has boosted its profit potential.

Shares of Martin Ford, the USM-listed property developer with modest retail interests, rallied 33p to 170p. Composite insurances regained some composure after retreating sharply on fears that last Friday's hurricane winds would cost them more than £500 million in household claims.

Sam Alliance, which had fallen 332p since the start of the year because it has the largest exposure to the British household market, recovered 35p to 900p, after 920p. General Accident picked up 35p at 890p and Commercial Union closed 28p to the good at 408p.

Life companies enjoyed a similar performance. Abbey Life stood out

TEMPUS

Fast recovery for Hawker

Predators thinking about moving in on Hawker Siddeley Group should move quickly before everybody realizes that recovery after the 1986 setback is under way.

The share price, in line with so many others, took a sharp knock at the beginning of the week and still has not made up all the lost ground.

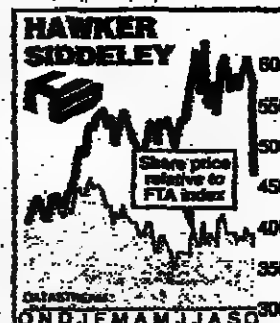
Interim results to end-June are hardly exciting, with pretax profits only up from £72.1 million to £73.1 million, but the company made up with a strong first half last year.

And while some progress will be made in the second half year-end results may not be that much higher than the 1986 peak of £161.3 million. A likely 1987 outcome could be about £163 million.

Margins, however, should improve once the recent spate of small add-on acquisitions is digested and brighter business trends show through.

Profits should also improve faster as Hawker Siddeley further tidies up its house with the odd disposal. The year to look forward to, then, is 1988 when profits of £180 million are possible.

The trading profit contributions from the three electrical divisions are up 16 per cent, justifying the earlier



heavy investment programme, although dividend interim results are mixed.

Diesel engineering operations, down from £4.5 million to £3.7 million, continue to suffer from a poor 1986, although Hawker Siddeley is hoping for a stronger order flow from British Rail and various overseas markets.

Interest earned on the handsome cash pile brought in £7.7 million in the last financial year. But the trimming in this area has already seen the interest contribution ease from £4.8 million to £1.9 million at the interim stage. Only a modest contribution can be expected at the year-end.

The group is still mindful of acquisitions and, from a prospective price-earnings ratio of 9.7, the shares look worth buying — before somebody else does.

Berisford attacks

Underbitten by a share price which was yesterday 13p below the 400p cash offer from Associated British Foods, S&W Berisford will next week go on the attack by bringing out a hard-hitting defence document designed to show it is worth far more than ABF seems to want to pay.

The twin prongs of its defence will be to emphasize the strength, depth and youth of its management team and to point out how sugar, commodity trading, financial services and property businesses fit together in a logical way.

In the last couple of years, Berisford has put in new management at British Sugar, considerably boosted its finance team and acquired Mr Henry Lewis from Marks and Spencer as deputy chairman.

Strung by accusations in ABF's offer document that the board was essentially unchanged for the past five years, Berisford points out that of 10 main board direc-

tors, excluding the newly arrived Pritzker brothers, six have joined since 1985.

The defence document will also develop the case for putting together businesses with predictable and unpredictable earnings — notably the notoriously volatile commodity trading division, which now accounts for only 15 per cent of profits. There are also synergies — British Sugar sells its "C" quota sugar through JH Rayner, the commodity merchant.

Jitters on the stock market appear to be strengthening ABF's hand, but they could also serve Berisford's cause. In roller-coaster conditions, investors may prefer to sit tight rather than take any action at all. Only three weeks ago, the stock market was indicating that ABF would have to raise its bid by at least 30p a share. With Berisford's shares at 367p, ABF may be reluctant. Surprisingly there was no sign yesterday of ABF buying in the market.

WALL STREET

Blue chips lead Dow advance on wide front

New York (Reuters) — Wall Street share prices gained further on a wide front with fewer than 100 issues showing losses in early trading yesterday.

Blue chips rallied, backing up their partial rebound on Tuesday from Monday's collapse. Brokers said buying was encouraged by recoveries overnight in London and Tokyo.

The Dow Jones industrial average of 30 issues rose 159.98 to 2,000.99 at one stage when the transport indicator was up 42.15 to 782.40 and the

utilities average up 11.68 to 181.78.

The broader New York Stock Exchange composite index rose 10.27 to 143.31.

Trading was active and advancing issues outnumbered declining shares by a margin of about 12-to-1.

Although the gain was broad, blue chips dominated the most-active list with General Electric rising to 499p, up 4-3/8; American Express to 28p, up 3/4; Ford to 78p, up 6; USX Corporation to 28 1/2, up 3/4; and Coca-Cola to 40p, up 3-3/4.

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WORLD STOCK MARKETS ROUNDUP: TOKYO

Japan bounces back

From Darryl Gibson, Tokyo

The Tokyo Stock Market bulls threw out the bears of "Black Tuesday" yesterday and drove the 225-share Nikkei Average, which went into free-fall the day before, back up by a record 2,037.32 points.

The gain, a 9.3 per cent increase in the key market indicator, was still overshadowed by the 14.9 per cent plummet on Tuesday but the overnight change was remarkable nonetheless.

Late on Tuesday, Japanese business and government leaders had called for a return to sanity from the panic selling earlier in the day. The herd instinct, however, was still much in force yesterday — the difference yesterday was that the instinct called to "buy, buy, buy" and dealers sent the share volume from fewer than 500 million shares on Tuesday to an estimated 1,100 million shares yesterday.

SYDNEY

Overseas trends take control

From Richard Battley, Sydney

Bargain hunters were out early in Australia yesterday, but although the market opened promisingly, it ended the day barely ahead.

At mid-session, the key indicator, the All-Ordinaries index, was 44.5 points higher than Tuesday's disastrous close of 1552.6 points. Wide-spread selling by overseas investors dominated in the afternoon, and the turnaround was reduced to a gain of a mere 18.2 points.

Falls outnumbered rises 591 to 165. Trading was heavy, 205.6 million shares valued at Aus\$513.8 million (€222.5 million).

"There was a lot of selling, a lot of buying and very little direction or confidence," one broker said. "Our market is totally mesmerized with Wall Street. Nothing else matters."

Analysts here believe it will take at least a week before a clear post-crash trend emerges. "We have lost control of our own market," a leading dealer said. "Its future lies

totally with overseas trends, and I have no confidence in them."

The gold index plummeted 210 points or eight per cent to 2420.9 points despite yesterday's US\$4.30 recovery by gold in Hong Kong, to US\$467.50 an ounce.

Resources stocks also bore the brunt of weaker base metal prices, falling 33.3 points or 3.4 per cent to 926.2 points. Industrials attempted to weld the market; its sector's index rose 84.5 points or 3.6 per cent to 2401.9 points.

The December share price futures index also rallied from Tuesday's record 676.4. The index jumped 130 points before the physical market opened. It hit a high of 1500, retreating to 1337 before closing at 1460.

Gold stocks which fell yesterday included Renison, off Aus\$1.50 to \$Aus 9.50, Giant Resources 90 cents lower at Aus\$1.90, Kidston 40 cents down to Aus\$5.80 and Poseidon, 50 cents lower.

The head of one leading Japanese securities firm, speaking at midday after the Nikkei was already back up by more than 1,000 points, said: "The Japanese economy is improving, the yen-dollar rate is reasonable and prospects of higher interest rates fading, so we should see a recovery in share prices."

By yesterday's close, the indicator stood at 23,947.40 points, still below the 26,000-point level reached last week but well above the 21,000-point trough hit after Tuesday's panic.

A trader, speaking at the Tokyo close, concluded: "I can hardly call things calm, but they are easier on the nerves today. It looks a lot better than yesterday, that is for sure."

Bond and foreign exchange markets in Tokyo held firm yesterday and many analysts said the strength there helped propel the buying spree throughout the trading day.

HONG KONG

Unofficial market beat suspension

From Stephen Leather, Hong Kong

Wily Hong Kong investors have managed to find a way around the closure of the stock market.

On Tuesday, the chairman of the Stock Exchange, Mr Ronald Li, announced that the exchange would stop trading for the rest of the week after a crash which wiped HK\$65 billion (€5.2 billion) off the value of the Crown Colony's shares.

Most unit trusts which are invested in the Hong Kong market have also suspended trading as it has been impossible to place a value on their investments.

But yesterday local brokers were still wheeling and dealing in shares, using their own "grey" unofficial prices.

Stockbrokers are reluctant to talk openly about the grey market but most said that prices of blue chip companies such as the Hong Kong and Shanghai Bank and Mr Li Ka-shing's Hutchison Whampoa were now about 25 per cent below their levels on Monday.

Two go in new Harris upset

By Michael Tate

Two more directors of Harris Queensway, Mr Peter Davis, the deputy chairman, and Mr Tony Behar, a fellow executive director, have left the board of the troubled carpets and furniture group. Their departures came only hours before the group publishes details today of a sharp downturn in its interim profits.

However, the long search by Sir Phil Harris, the chairman, for a finance director to replace Mr Jim Cook, who resigned in June, is over. The job has gone to Mr Anthony Shanagher, the former chief financial officer of Allegheny International, which is based at Pittsburgh, Pennsylvania.

However, Mr Shanagher's appointment was insufficient to alleviate the pressure on the Harris share price, which, notwithstanding the shakeout of the last few days, has significantly under-performed the stock market in recent months. Yesterday, it recovered 3p to 154p, but it had already fallen from 279p to 171p before Monday's slump.

Yesterday's statement said that Mr Davis, the executive deputy chairman since 1980, "will be resigning from the board and leaving the group."

Mr Davis, who is 53 and joined Harris from Price Waterhouse, the accountants, had taken on the chief financial role since the departure of Mr Cook. His salary is believed to be about £80,000.

Mr Behar, the statement added, "has resigned as a director... to pursue his private business interests." In both cases, said Harris yesterday, there had been "amicable settlements."

The departures are the latest in a series of boardroom upheavals within the group as its marketing strategy began to misfire badly. Mr Cook left in June, and at the end of July, Mr Peter Carr, the joint chief executive, was asked to go. That was four weeks after Sir Phil split the chief executive role into two with the appointment of Mr Martin Watts as joint chief executive.

In August, Sir Phil shocked the City with a forecast that the Queensway stores would make a loss of up to £5 million in the year to the end of January, and that the group as a whole would see profits plunge by a quarter, to between £32 million and £38 million. At the time, the City had been looking forward to annual profits of close to £60 million after Sir Phil's statement at the annual meeting.

The figures, based on 1980 prices, showed new orders worth £4.4 billion in the June-August period. At current prices, the value was more than £7 billion. The increases would have been 10 and 18 per cent lower respectively without Channel Tunnel business.

The private industrial sector gained 129 per cent over the previous three months and 195 per cent over the same period last year. The private housing sector was 8 per cent higher than the previous three months, but only 2 per cent up on the corresponding period of 1986.

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One thick-skinned second-hand car salesman was found standing outside the trading floor at the London International Financial Futures Exchange, in the Royal Exchange, offering £5,000 in steel notes to anyone who wanted to sell their Porsche. Unfortunately for him — and perhaps the traders too — most of the cars are company-owned.

Carol Leonard

COMMENT

Crash barriers to limit computerized chaos

Crises have a way of revealing the true personality. Last week, the CBI's City-Industry taskforce unanimously acquitted the City of short-termism. Yesterday, the CBI's council condemned the Stock Exchange's "short-term gyrations" as "a computer creation which bears no relation to reality".

This was the first unanimous statement by the 400-member council since the miners' strike, which puts City traders in the same CBI rogues' gallery as Arthur Scargill. "We are talking about people in touch with the real world rather than those staring at computer screens all day," said director-general John Banham, articulating the authentic voice of the CBI more convincingly than the taskforce.

The past three days have proved again that stock markets can knock the rest of the economy for six as well as making it more efficient. Such simple truths are not lost in Hong Kong, where they are not so self-conscious about these things.

The Crown Colony, so often held up as the paragon of the virtues of untrammelled free markets, had no compunction in closing its newly-united stock market for the week after share prices fell an internationally modest 11 per cent.

This was initially received abroad as

Wall St makes the policy

The US Treasury Secretary, James Baker, may single-handedly have won a famous victory over the problem of the US trade deficit which has been overshadowing the world economy for the past couple of years. Unfortunately, this looks like being at the expense of a notorious defeat for his political master, President Reagan, which could cancel out any advantage to the world economy.

By blundering into a crisis of confidence on Wall Street through his nerve-racking remarks about pulling the plug on currency stability, Mr Baker has produced the sharp reduction in domestic demand in the US that will do much to bring American demand for foreign goods closer in line with its capacity to pay for them. As people see the value of their assets summarily reduced, they are likely to increase their savings to replace some of the lost value (currently totalling about \$1,000 billion) and to finance this will reduce their spending. This sequence of events is by now well documented, particularly in the US, where personal holdings of shares are much higher than elsewhere. As consumer demand falls, so will America's appetite for imports.

The resulting slowdown in the economy, however, would be the worst possible news for President Reagan as he enters election year. The effect of a

fall in asset prices on spending is quite rapid and, according to Morgan Grenfell economist Steven Bell and Rupert Thompson, could turn the US growth rate negative by the final quarter of the year. The cut in spending is likely to be much more effective in curbing domestic demand than pushing up interest rates. On the other hand, it will move the world's trade accounts closer to balance at a lower level of activity overall than would the preferred American strategy of persuading the countries in balance of payments surplus, Germany and Japan, to expand their demand rather than relying on contraction in the US.

Closing the exchange would indeed protect investors from such a storm. But if the collapse were here to stay, it would expose them both to the vagaries of the inevitable unofficial market and to chaos when the official market reopened.

It would have been irresponsible for a top international market such as London to take such a risk. But some countervailing action should be considered if, as now seems proven, new trading systems, combined with the spread of automatic dealing programmes, build short-term instability into the share market.

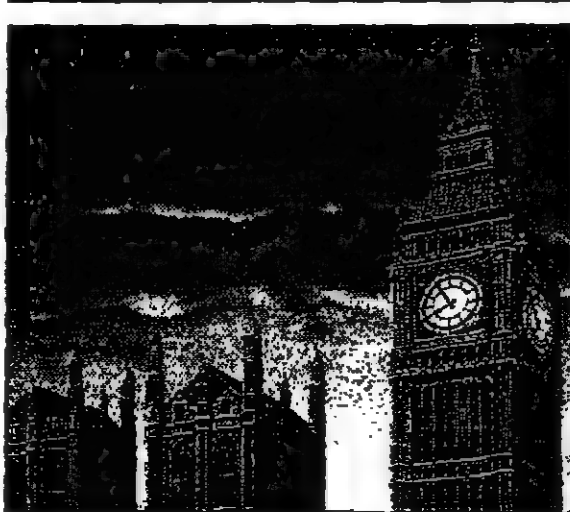
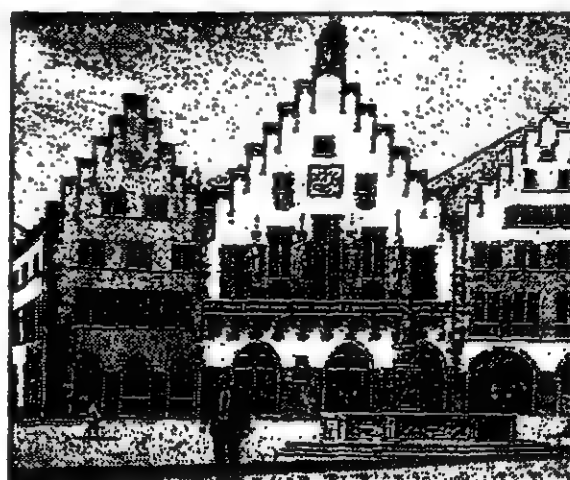
In some commodity markets and Far Eastern stock exchanges, limits are imposed on price movements in any one session. After that, dealings stop or prices stick. It would be easy enough to put a daily limit of, say, 5 per cent on movements in the 100-share index.

Imposing price limits is usually a sign of restricted market liquidity. London's Big Bang was designed to increase liquidity. But the hesitation of dealers lacking a market floor, and their fear of running behind the change in screen prices, can on occasion remove more "liquidity" than extra capital and lower dealing costs have added.

This could produce big problems for US policy-makers before the year is out. If the print-through from lower asset prices to consumer demand is as rapid as previous experience suggests, then within the next three months retail sales figures will be pointing to a sharp contraction. It will take longer, however, for this to be reflected in the trade figures which are, in any case, two months in arrears. Faced with the combination of approaching recession coupled with no apparent improvement in the trade position, the pressure for lower interest rates and a lower dollar will be intense. Maintaining the Louvre accord on exchange rate stability in those circumstances will not be easy.

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THE TIMES CITY DIARY

CBI branches out

The CBI, ever ready to display the caring face of capitalism, was quick off the mark yesterday to launch a post-hurricane campaign to systematically entice "Plant a Tree for 93" which companies will be expected to dip into their pockets to replace trees destroyed by the storm. But apart from the fact that 93 rhymes with tree, no one could understand the significance of

the six-year time-span. However, Sir David Nickson, the president, said it was a positive way for business to give a lead "so that the skyline of our towns, villages and countryside in 1993 will not be as bleak as it might have been". The CBI is planning to pay something towards the replacement of the plane trees uprooted in Soho Square close to its Centre Point HQ.

canceling the do. "The situation in the City didn't seem appropriate," a spokeswoman explained yesterday, saying it would be rescheduled for a time when the market was more buoyant. "Probably next week," she said.

Another ray of wit amid the gloom. Yuppies have been rechristened poppies — previously upwardly mobile...

Do not touch

NatWest was due to offer its Touch Screen low-cost instant share-dealing service for small Stock Exchange punters to its Ulster Bank subsidiary this week, to extend to investors there a facility now available at 245 branches throughout mainland Britain. The experimental installation of Touch Screens in two central Belfast branches in time for the BP sale was scheduled for 11am on Tuesday. Reporters had been duly summoned. However, late on Monday, with the great share slide under way, Ulster Bank publicists were frantically phoning around,

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THE BRITISH PETROLEUM COMPANY p.l.c.

Offer for Sale by N M Rothschild & Sons Limited on behalf of The Lords Commissioners of HM Treasury

Under the Combined Offer being made in the U.K. and overseas
2,194 million Ordinary Shares of 25p each are available for purchase.

Up to 1,369 million of these Ordinary Shares are being made available under the
Fixed Price Offer to the general public and existing shareholders at 330p per share
of which 120p is payable now,
105p is payable on 30th August, 1988 and 105p is payable on 27th April, 1989.

Not less than 825 million Ordinary Shares are being offered to
U.K. institutional and overseas investors at or above 330p per share
(payable in instalments on the same dates) under the International Offer.

The existing Ordinary Shares now being offered have been admitted to the Official List by the Council of The Stock Exchange. Application has been made to the Council of The Stock Exchange for the new Ordinary Shares now being offered to be admitted to the Official List. The following information should be read in conjunction with the full prospectus dated 15th October, 1987 relating to the Company, copies of which are available at clearing bank branches and post offices. In applying for shares you will be treated as applying both on the Terms and Conditions set out below and on the basis of the full prospectus, which you are advised to read before returning your application form.

APPLICATION AND INSTALMENT ARRANGEMENTS

APPLICATIONS

Applications must be received by 10.00 a.m. on Wednesday, 28th October, 1987 (or before close of business on Tuesday, 27th October, 1987 if the form is taken by hand to any U.K. branch of National Westminster Bank PLC, Bank of Scotland or Ulster Bank Limited). Photocopies of application forms will not be accepted in any circumstances. The right is reserved to reject, in whole or in part, any application. Once made, applications may not be withdrawn.

ALLOCATION OF SHARES

The basis of allocation of the shares is expected to be announced on Friday, 30th October, 1987.

If you are successful, in whole or in part, you will be sent a temporary document of title (a letter of acceptance) for the shares allocated to you.

If there is heavy demand for the shares, you may receive fewer shares than you apply for or, in some cases, none at all.

If your application is not accepted or is only accepted in part, you will receive (without interest) all money paid on application or a refund cheque for the balance of the money paid on application.

DEALINGS

It is expected that dealings on The Stock Exchange will commence at 2.30 p.m. on Friday, 30th October, 1987. Letters of acceptance are expected to be sent to successful applicants on Monday, 9th November, 1987. Applicants who deal before receipt of a letter of acceptance will do so at their own risk.

You will not be liable for stamp duty or stamp duty reserve tax on your application for shares. If you sell your shares, the purchaser will be liable to pay any stamp duty or stamp duty reserve tax.

FURTHER INSTALMENTS

You will be sent reminders in advance of the dates when the second and final instalments become payable. At the time the reminder is sent for the second instalment (due by 30th August, 1988) you will also be sent an Interim Certificate to replace the letter of acceptance despatched following the Combined Offer. After you have paid your final instalment (due by 27th April, 1989) you will be sent your final share certificate. If you do not pay any instalments for which you are liable, your right to the shares may be cancelled. If you sell your shares, the purchaser will become liable for any further instalments due (once the transfer has been registered).

SHARE BONUS ARRANGEMENTS

INTRODUCTION

If you buy shares in the Offer for Sale and continue to hold them until close of business on 31st October, 1990, you may be eligible to receive from HM Treasury, free of charge, a share bonus of one additional share for every ten such shares. The share bonus is only available if you buy shares in the Offer for Sale and not if they are bought subsequently.

Existing shareholders and members of the BP Group Participating Share Scheme do not qualify for the share bonus in respect of shares applied for on red preferential application forms.

The maximum number of bonus shares you can receive is 150 shares. Where shares are applied for jointly, the maximum number of bonus shares will remain at 150 shares, even if more than one of the joint holders is eligible.

Copies of the full terms of the share bonus arrangements will be obtainable from National Westminster Bank PLC, Registrar's Department, P.O. Box 472, Consort House, The Lombard Centre, East Street, Bristol BS99 1NW until 30th June, 1989 and thereafter from the Company at BP House, Third Avenue, Harlow, Essex CM19 5AG.

ELIGIBILITY

To be eligible for the share bonus, you must be an individual applying other than on a red preferential application form. Companies, partnerships, firms, trusts, associations and clubs are ineligible. In addition, your application must be made by you:

- solely for your own benefit, or for that of a child under 18 years of age if you are that child's parent, grandparent or guardian; or
- jointly, with up to three other individuals, solely for the benefit of one or more of you; or
- jointly with a nominee (who need not be an individual) solely for your own benefit; or
- jointly with a nominee (who need not be an individual) and up to two other individuals solely for the benefit of one or more of you other than the nominee.

DELIVERY OF THE BONUS SHARES

The bonus shares will be transferred to you (or, if you are a joint holder of your shares, to you and the other joint holders) as soon as reasonably practicable after 31st October, 1990 together with all rights attaching to those shares at that date. There will be no right to receive fractions of shares.

TERMS AND CONDITIONS

1. Acceptance of applications will be conditional on (i) the new Ordinary Shares being admitted to the Official List of The Stock Exchange not later than 30th November, 1987 and (ii) the Offer for Sale Underwriting Agreement referred to in paragraph 7(a) of Section 10 of the Prospectus dated 15th October, 1987, containing the listing particulars in relation to the new Ordinary Shares ("the Prospectus") having become unconditional and not being terminated prior to such date as HM Treasury may determine, being not later than 30th November, 1987. Application moneys will be returned (without interest) if either of these conditions is not satisfied and, in the meantime, if presented for payment, will be kept on behalf of HM Treasury in a separate account. Rights are reserved for HM Treasury and its agents to present for payment and otherwise process all cheques and bankers' drafts received and to have full access to all information relating to, or deriving from, such cheques, bankers' drafts and the processing thereof. The right is also reserved to treat as valid any application not in all respects completed in accordance with the instructions accompanying the relevant application form.

2. Acceptance of an application by an eligible investor will, subject to paragraph 3(c) below, entitle that investor to the share bonus on the terms referred to in Section 11 of the Prospectus.

3. By completing and delivering an application form, you: (a) offer to purchase from HM Treasury the number of Ordinary Shares specified in your application form (or such smaller number for which the application is accepted) on the terms of, and subject to the conditions set out in, the Prospectus and the Instalment Agreement (and, in due course, subject to the Memorandum and Articles of Association of the Company) and agree to become a party to and be bound by all relevant provisions of the Instalment Agreement;

(b) as a collateral contract between you and HM Treasury which will become binding on despatch to or receipt by a receiving bank of your application and by consideration of HM Treasury agreeing that it will not prior to 1st December, 1987 offer any of the Ordinary Shares to any person other than by means of one of the procedures referred to in the Prospectus;

(c) agree that your application cannot be revoked prior to 1st December, 1987; and

(d) warrant that your remittance will be honoured on first presentation and agree that any letter of acceptance and any moneys refundable may be held pending clearance of your payment and will not bear interest;

(e) if you warrant, if you write "yes" in Box 4 of a public application form or apply on a blue or green application form, that you are eligible for the share bonus (eligibility is explained under "Share bonus arrangements" in Section 11 of the Prospectus);

(f) agree that, if you do not write "yes" in Box 4, you will not be entitled to the share bonus even if you might otherwise qualify;

(g) warrant that you are not a U.S. or Canadian person and you are not applying on behalf of any such person;

(h) agree that all applications, acceptances of applications and contracts resulting therefrom under the Offer for Sale shall be governed by and construed in accordance with the laws of England and you submit to the jurisdiction of the English courts;

(i) warrant that:

(i) if this application is made for your own benefit (no other application (other than any application you are entitled to make on a red application form) is being made for your benefit by you or by anyone applying as your agent (other than a discretionary Personal Equity Plan manager) or, so far as you are aware, by a discretionary Personal Equity Plan manager or by any other person; and

(ii) if the application is made by you as agent for, or for the benefit of, another person (no other application (other than a red application form) for the benefit of that person is being made by you or, so far as you are aware, by that person or by any other person;

(g) if you sign the application form as agent for someone else, warrant you have due authority to do so on behalf of that other person and undertake to enclose your power of attorney or a copy thereof certified by a solicitor, where this is required by the guide to completing the application form;

(h) agree that, in respect of those Ordinary Shares for which your application has been received and processed and is not rejected, acceptance of your application shall be constituted, at the election of HM Treasury, either (i) by notification to The Stock Exchange of the basis of allocation (in which case such acceptance shall be on that basis) or (ii) by notification of acceptance thereof to the relevant receiving bank;

(i) authorise the relevant receiving bank and the Custodian Bank to procure that your name (and the name(s) of any other joint applicant(s)) is placed on the register of holders of Interim Rights in respect of such Ordinary Shares the entitlement to which has not been effectively renounced and thereafter to procure that your name (and the name(s) of any other joint applicant(s)) is placed on the register of members of the Company in respect of such Ordinary Shares the right to which has not been effectively transferred (references to rights being effectively renounced mean the renouncee(s) being registered by a receiving bank in relation to such rights);

(j) agree that all documents in connection with the Offer for Sale (including the share bonus arrangements) and/or any returned moneys will be sent at your risk and may be sent by post to you at your address (or, in the case of joint applicants, the address of the first person) as set out in the application form or such other address as may from time to time appear in the register of holders of Interim Rights or the register of members of the Company by your name or the name of such person;

(k) (i) agree that time of payment by you shall be of the essence of each contract constituted by acceptance of your application; (ii) undertake to pay the second and final instalments by, and (in the case of any payment of £10,000 or more) for value not later than, 3.00 p.m. on 30th August, 1988 and 3.00 p.m. on 27th April, 1989 respectively; for each Ordinary Share in respect of which your application is accepted, the right to which has not been effectively renounced or transferred in accordance with the Instalment Agreement by you prior to the relevant time and date; and (iii) agree that failure to make any payment when due will entitle HM Treasury to avoid the contract and re-sell the Ordinary Shares to someone else, in which case you will be sent (subject to adjustment in the event of a capitalisation issue) a refund, without interest, equal to 120p or 225p per Ordinary Share resold (depending on whether the default is in payment of the second or final instalment respectively), whether or not the instalment(s) already paid for it exceed(s) that amount less any loss sustained by HM Treasury determined in accordance with the Instalment Agreement. No payment of less than £2 will, however, be made to you;

(l) agree that HM Treasury will allocate the new Ordinary Shares entirely in the Offer for Sale (and not in any other part of the Combined Offer) and that each successful applicant in the Offer for Sale will receive new Ordinary Shares and existing Ordinary Shares in the same proportions (or as nearly as may be practicable) as every other such applicant;

(m) agree that, without prejudice to any other rights to which you may be entitled, you will not be entitled to exercise any remedy of rescission for innocent misrepresentation at any time after acceptance of your application;

(n) confirm that, in making your application, you are not relying on any information or representation in relation to The British Petroleum Company p.l.c. or the Combined Offer other than information and representations contained in the Prospectus or in the mini prospectus published in connection with the Offer for Sale taken together with the Prospectus (the "prospectuses") and accordingly you agree that no person responsible for the prospectuses shall have any liability for any such information or representation other than as aforesaid;

(o) agree promptly on request to disclose in writing to HM Treasury any information which it may request in connection with your application; and

(p) agree that any letter of acceptance and application moneys in respect of any applicant suspected to be in breach of paragraph 3(f) may be held (without interest) pending investigation.

4. References in the application forms and guides to "shareholders" or "BP shareholders" include references to members of the BP Group Participating Share Scheme. Save as aforesaid and where the context otherwise requires, terms defined in the Prospectus bear the same meaning when used herein or in application forms.

No person receiving this application form in any territory other than the U.K., the Channel Islands or the Isle of Man may treat it as constituting an invitation or offer to him nor should he in any event use it, unless in the relevant territory such an invitation and offer could lawfully be made to him without compliance with any unfilled registration or other legal requirements. It is the responsibility of any person outside the U.K., the Channel Islands and the Isle of Man or subject to the laws of any overseas jurisdiction receiving this application form and wishing to make an application hereunder to satisfy himself as to full observance of the laws of the relevant territory and to pay any transfer or other taxes requiring to be paid in such territory in respect of the shares acquired by him under the Combined Offer.

INSTRUCTIONS FOR RETURN OF THE PUBLIC APPLICATION FORM

SEND YOUR COMPLETED APPLICATION FORM BY POST (OR DELIVER IT BY HAND) TO ARRIVE NOT LATER THAN 10.00 A.M. ON WEDNESDAY, 28TH OCTOBER, 1987

at the appropriate address immediately below according to the first letter of your surname (or corporate name) inserted in Box 1.

| | | | |
|--|---|--|---|
| A to Cg Bank of Scotland, New Issues Department, Apex House, 9 Haddington Place, Edinburgh EH7 4AL <i>or, by hand only, to</i> 38 Threadneedle Street, London EC2. | Ch to F Barclays Bank PLC, New Issues, P.O. Box 123, Fleetway House, 25 Farringdon Street, London EC4A 4HD. <i>or, by hand only, to</i> The Royal Bank of Scotland plc, Registrar's Department, P.O. Box 190, 3-11 North St. Andrew Street, Edinburgh EH2 1HL <i>or, by hand only, to</i> New Issues Department, 67 Lombard Street, London EC3. | G to J Lloyds Bank Plc, Registrar's Department, Issue Section, P.O. Box 1000, 11 Bishopsgate, London EC2N 3LB. | K to M Midland Bank plc, Stock Exchange Services Department, Marine House, Penny Street, London EC3N 4DA. |
| USE FIRST CLASS POST AND ALLOW AT LEAST TWO DAYS FOR DELIVERY | | | |
| OR TAKE THIS FORM BY HAND BEFORE CLOSE OF BUSINESS ON TUESDAY, 27TH OCTOBER, 1987 | | | |
| to any U.K. branch of National Westminster Bank PLC, Bank of Scotland, or Ulster Bank Limited (in Northern Ireland). | | | |

Additional receiving centres are open for deliveries by hand until 10.00 a.m. on Wednesday, 28th October, 1987. These are set out on the back of the application form in the mini prospectus and in the full prospectus.

سكيا من الامل

GUIDE TO COMPLETING THE PUBLIC APPLICATION FORM

ONLY ONE APPLICATION MAY BE MADE FOR THE BENEFIT OF ANY PERSON except for any other application you are entitled to make as a shareholder on a red preferential form or an application made for your benefit but without your knowledge by a discretionary Personal Equity Plan manager.

If you have received a personalised BLUE form, you should complete that form.

If you are already a shareholder you may also apply on the RED form sent to you.

Otherwise, please use the form below.

- 1** Put in Box 1 your full name and address (please use block capitals).
- Applications must not be made by anyone under 18, but a parent, grandparent or guardian of a child under 18 may apply for the benefit of that child. To do this, you should put your own name in Box 1, and after your surname write "A/C" followed by the full names of the child and the child's date of birth. This does not stop you from making a single application for your own benefit.

If you wish to apply jointly with another adult, see Note 7.

- 2** Put in Box 2 (in figures) the number of shares for which you are applying. You may only apply for one of the numbers of shares set out below. Applications for any other number of shares will be rejected.

| Number of shares you are applying for | Amount you pay now (£20p per share) | Your total investment (£30p per share) |
|---------------------------------------|-------------------------------------|--|
| 80 | £16 | £24 |
| 100 | £20 | £30 |
| 200 | £40 | £60 |
| 300 | £60 | £90 |
| 400 | £80 | £120 |
| 500 | £100 | £150 |
| 600 | £120 | £180 |
| 700 | £140 | £210 |
| 800 | £160 | £240 |
| 900 | £180 | £270 |
| 1,000 | £200 | £300 |
| 1,500 | £300 | £450 |
| 2,000 | £400 | £600 |
| 2,500 | £500 | £750 |
| 3,000 | £600 | £900 |
| 3,500 | £700 | £1,050 |
| 4,000 | £800 | £1,200 |
| 4,500 | £900 | £1,350 |
| 5,000 | £1,000 | £1,500 |

| Above 5,000 shares, applications must be in the following denominations: | |
|--|---------------|
| Applications | Multiples of |
| 5,000 to 10,000 shares | 1,000 shares |
| 10,000 to 50,000 shares | 5,000 shares |
| 50,000 to 100,000 shares | 10,000 shares |
| over 100,000 shares | 50,000 shares |

- 3** Using the middle column of the table above, put in Box 3 (in figures) the exact amount you pay now.

Payment is in three instalments. The second instalment of 106p per share is payable by 3.00 p.m. on 30th August, 1988 and the final instalment of 106p per share by 3.00 p.m. on 27th April, 1989. A reminder about the second and final instalments will be sent to your registered address before they become due.

- 4** If you wish to receive the share bonus and you are an eligible individual or applying on behalf of an eligible individual, write "Yes" in Box 4.
- If you write "No" in the box or do not complete it, you will not receive the share bonus.

If you are in any doubt about whether you are an eligible individual, you should read the details of the share bonus arrangements set out in the full prospectus or mini prospectus (including, if necessary, the arrangements for nominees' applications on behalf of others).

- 5** Read the declaration in Box 5, then sign and date the form in Box 5.

The application form may be signed by someone else on your behalf if he is duly authorised to do so. An agent must enclose the power of attorney appointing him (or a copy certified by a solicitor), unless he is a Selling Agent, Financial Intermediary or U.K. Clearing Bank (as referred to in Section 10 of the full prospectus) and states the capacity in which he signs.

A corporation must sign under the hand of a duly authorised official, whose representative capacity must be stated.

WARNING

Criminal proceedings may be instituted against anyone knowingly making or authorising more than one application for the benefit of any person except for any other application BP shareholders are entitled to make on red preferential forms.

- 6** Put in Box 6 a cheque or bankers' draft for the exact amount you have entered in Box 3. Your cheque or bankers' draft must be made payable to "BP Share Offer". Please ensure that it is crossed and write on it "Not Negotiable". A separate cheque or bankers' draft must accompany each application.

No receipt for your payment will be issued.

Your cheque or bankers' draft must be drawn in sterling on an account at a bank branch in the U.K., the Channel Islands or the Isle of Man and must bear a U.K. bank sort code number in the top right hand corner.

If you do not have a cheque account, you can obtain a cheque from your building society or a bank branch, in which case you should write your full name(s) and address on the back of the cheque.

An application may be accompanied by a cheque drawn by someone other than the applicant(s), but any money returned will be sent by cheque crossed "Not Negotiable A/C Payee Only" in favour of the applicant(s).

- 7** JOINT APPLICANTS
You may apply jointly with up to three other people, provided each applicant is aged 18 or over. They should complete and sign Box 7.

They should read Note 5 and the declaration in Box 5 before signing this box.

UK and Saudi high-tech deal

Riyadh (Reuters) - Saudi Arabia and Britain have agreed to set up a series of high-technology joint-ventures under a programme linked to Riyadh's £5 billion purchase of Tornado fighter aircraft and training aircraft.

The British Embassy in Riyadh said a memorandum of understanding sealed an agreement in principle and would lead to the transfer of high technology to Saudi Arabia through investment by British companies.

The "offset programme" totalling about £500 million had been the subject of lengthy negotiations between London and Riyadh since the Saudis signed the aviation contract in February 1986.

The Royal Saudi Air Force will receive a total of 72 Tornados - of which about 20 have already been delivered - and another 60 trainers in what is Britain's largest ever arms deal which has been called "al-Yamamah" or "Dove".

The United States set the precedent for offset deals with

Saudi Arabia after the Boeing aircraft and defence company won a \$1.2 billion (£727 million) contract in 1985 for a huge command and communications defence project known as the "Peace Shield".

Under that deal, United States companies are committed to investing in high-technology projects in Saudi Arabia totalling 35 per cent of the contract value or \$420 million.

Industry sources said that the British investment under the Tornados agreement was similarly set at 35 per cent of the contract value.

But that percentage was based on the share of the aircraft deal of only British Aerospace and excluded the value due to the other Tornado consortium companies in both West Germany and Italy.

The British embassy said that the new accord would also cover licensing agreements, technical training and the extension of export sales opportunities for Saudi companies.

Evered buys 14% Henderson stake

By Alison Eadie

Evered Holdings, the industrial products and metal forming group run by the brothers Mr Raschid and Mr Osman Abdullah, has bought a 14.3 per cent stake worth £11.3 million in Henderson Group from Carousell Investments, which is advised by a third brother, Mr Ahmed Abdullah.

Carousell, representing Saudi investors, has been building up its stake for several months and recently increased it to 18 per cent. It is retaining the balance of the shares not sold to Evered. Evered's stake was acquired for 335p per share. Henderson's shares rose 4p to 334p in the market yesterday.

Mr Osman Abdullah, the chief executive of Evered, said that Henderson, as a building products company, had a number of businesses which were complementary to its own. He said Evered saw opportunities for developing a commercial relationship.

Mr Pat Gaynor, the chairman of Henderson, said he

had arranged a meeting for today with Mr Raschid Abdullah, the Evered chairman. He said he did not know enough about Evered's businesses to say whether there were opportunities for a commercial relationship between the two companies.

Three weeks ago Henderson received a bid approach from another party, which pushed the shares sharply higher. The jump in the price, from 319p to 358p on September 30, scared away the potential predator and bid discussions are no longer taking place.

Earlier this month, Henderson announced a 38 per cent rise in pretax profits in the half year to August 29 to £3.06 million. Turnover was marginally lower at £41.2 million.

The company has sold off its heavily loss-making Normand Electrical division and turned around the security products division.

Full-year pretax profits are expected to rise by about £2 million to £6.4 million.

BUSINESS SUMMARY

BSR spends £4m on Italian manufacturer

BSR International, a manufacturer of electronic components and equipment, is buying Girmi, a private Italian company, for a maximum of £9.95 million. Girmi manufactures and distributes small electrical appliances, including food processors, ice-cream makers, toasters and irons. It is established in France and Germany as well as Italy.

An initial payment of £4.98 million cash has been made and the balance will depend on profits this year. Last year, Girmi made a pretax loss of £550,000 on turnover of £15.6 million, but the company is forecast to return to profit this year after a substantial reorganization. The vendors have warranted that net assets are not less than £1.25 million.

Chloride 77% Petrocon loss soars by 59%

Chloride, the battery maker, has declared its agreed £21 million offer for Powerline International unconditional after receiving acceptances representing 76.9 per cent of the USM-quoted company, which designs, produces and distributes electronic power supplies. The purchase, which will give Chloride a major route into Europe, marks the group's first sizeable acquisition in a decade.

Half-year losses at Petrocon Group increased 59 per cent to £526,000 on turnover down 25 per cent to £5.2 million. The losses reflect the group's heavy dependence on the oil service industry and underline the need to widen its industrial base. The group said that several acquisitions were being considered, now that it had made progress with its disposal programme.

Leisure leaps 130%

Leisure Investments, the snooker club and amusement centre operator, increased pretax profits last year by 130 per cent to £1.8 million, on turnover up 81 per cent to £5.6 million. The company said the poor summer weather benefited the snooker division.

The results included an exceptional profit of £495,000 on the group's investment in GRA Group, made in connection with a possible takeover bid. However, Leisure pointed out that because of the investment, it had to forego interest it would otherwise have earned on the money. Interest payable rose £200,000 to £309,000. The shares closed 14p down at 160p.

ITC 'allowed to appeal' US brick firm for Marley

The House of Lords decided to allow the insolvent International Tin Council to appeal over the use of ITC documents in court actions after the 1985-86 tin crisis. It will decide on November 2 if the ITC papers are admissible as evidence. The ruling will be referred back to the action by two Shearson Lehman officers against the London Metal Exchange.

Marley, the building products and roofing materials group, is buying the Corbin Brick Company of Kentucky, for £8.25 million. Marley is taking over Corbin through its existing United States brick manufacturing business, General Shale Products. On the stock market yesterday, the company's share price jumped by 21p to 161p.

Anchor steers to £1m

Anchor Chemical Group, the chemical manufacturer and distributor, yesterday announced pretax profits of £1.1 million for the six months to June 30. This compares with profits of £673,000 in the corresponding half of last year.

Margins have improved considerably since the company's turnover increased only slightly from £16.6 million to £17.2 million. Earnings per share have virtually doubled - from 9.1p to 18.1p - and the increase was matched by a doubling of the interim dividend to 2.5p.

BP PUBLIC APPLICATION FORM

To H M Treasury
N M Rothschild & Sons Limited
National Westminster Bank PLC
The British Petroleum Company p.l.c.

Before completing this form, please read carefully the guide above.

PLEASE USE BLOCK CAPITALS

Mr, Mrs, Miss, Ms or title (in full)

Surname

Address

Postcode

1

I/we offer to purchase Ordinary Shares

in BP on and subject to the Terms and Conditions set out in the Prospectus containing listing particulars dated 15th October, 1987

and I/we attach a cheque or bankers' draft for the amount now payable of £

2

I am/we are eligible and wish to receive the share bonus

Please write "Yes" or "No" in the box

3

I declare that to my knowledge this is the only application made for my benefit (or that of the person(s) for whose benefit I am applying) except for any other application I am entitled to make as a shareholder on a red preferential form. I have read the warning in Note 5.

Date October, 1987 Signature

4

Pin here your cheque/bankers' draft for the exact amount in Box 3, payable to "BP Share Offer" and crossed "Not Negotiable".

5

JOINT APPLICANTS

The first applicant should sign Box 5 and complete Box 1. Using BLOCK CAPITALS, insert below the names of the other joint applicants, who must sign in the right hand column.

I/we join in this application and give the declaration set out above.

| Mr, Mrs, Miss, Ms or title | Forename(s) (in full) | Surname | Signature |
|----------------------------|-----------------------|---------|-----------|
| 2nd joint applicant | | | |
| 3rd joint applicant | | | |
| 4th joint applicant | | | |

7

FOR OFFICIAL USE ONLY

These claiming commission or reallocation of commission should stamp both boxes applicable to them.

| Stamp of person claiming commission and VAT reg. no. | Stamp of other intermediary claiming reallocation of commission and VAT reg. no. | Stamp of person claiming commission and VAT reg. no. | Stamp of other intermediary claiming reallocation of commission and VAT reg. no. |
|--|--|--|--|
| (If not registered for VAT, put "none") | (If not registered for VAT, put "none") | (If not registered for VAT, put "none") | (If not registered for VAT, put "none") |
| Applicant's name | Shareholder's name | Applicant's name | Shareholder's name |
| Commission calculated | Commission calculated | Commission calculated | Commission calculated |

ISLAMIC DEVELOPMENT BANK



البنك الإسلامي للتنمية

INVITATION TO PREQUALIFY FOR THE CONSTRUCTION OF THE ISLAMIC DEVELOPMENT BANK HEADQUARTERS PROJECT JEDDAH, KINGDOM OF SAUDI ARABIA

Interested Contractors are invited to apply for Prequalification Documents for the above project. Tender Documents will be issued subsequently only to those Companies or Joint Ventures selected as having the necessary qualifications to perform the project satisfactorily.

The project comprises the following elements: a high-rise Tower (21 stories, 1-basement, steel structure, total floor area approx. 42,500m²) housing the Bank's Headquarters Offices and the Islamic Research & Training Institute; a domed Conference Center (4-stories, 1-basement reinforced concrete (RC) structure, 12,500m²) containing a 1,500-seat Assembly Hall; a Residential & Social Center (5-stories, RC structure, 5,000m²); and a Podium (1-storey, 2-basements, RC structure, 40,000m²) linking the above elements and providing covered parking for 990 cars. The total site area is approx. 46,500m². The project also includes the facelift of an existing Mosque on an adjoining site and landscaping of its grounds.

Tender documents for the project will include detailed design drawings, specifications and bills of quantities prepared by the A&E Consultant. The construction contract will be awarded on a fixed price, lump-sum basis. The scope of the contract will include preparation of full shop drawings and the execution of all site-works and construction of the project.

Other pertinent information is as follows:

- Name of Employer : THE ISLAMIC DEVELOPMENT BANK, an International Development Institution with headquarters in Jeddah, Kingdom of Saudi Arabia.
- Tender Period : 3 months from planned Tender Issue Date of March 23, 1988
- Construction Period : 28.5 months from Contract Award Date
- Particular Conditions : The Contractor and all associates, vendors, transporters, etc. shall be subject to the Boycott requirements of the Islamic Conference, League of Arab States and the Organization of African Unity.

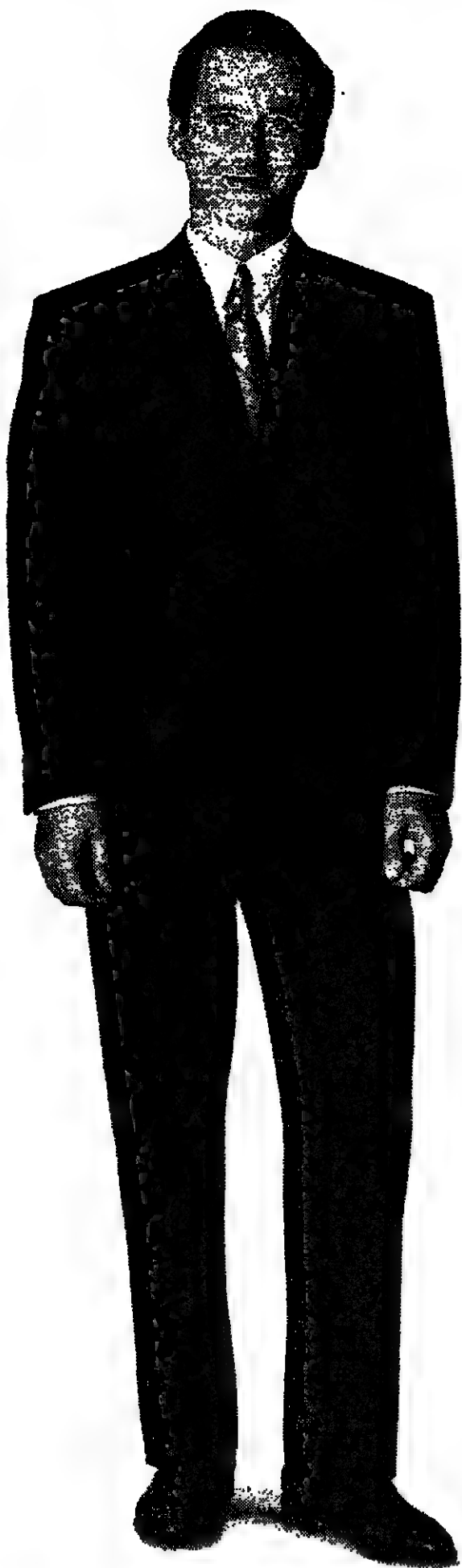
The governing law of the Construction Contract shall be the Law of the Kingdom of Saudi Arabia.

A Tender Bond will be required.

Should it be judged by the Employer or the Consultant that the response to this invitation to Prequalify is inadequate, the Employer reserves the right to contact suitable firms directly asking them to participate in the project.

Prequalification Documents will consist of Instructions, Project Data, and a Prequalification Questionnaire. Application requests for the issue of Prequalification Documents should be submitted in writing and delivered by mail, telex or telefax by or before NOV. 09 1987 to the Bank at the following address:

The Director of Administration
Islamic Development Bank
P.O. Box 5925, Jeddah 21432, Kingdom of Saudi Arabia
Tlx: 601137 ISDB SJ (English) / 601407 ISDB SJ (English) / 601945 ISLAM SJ (Arabic).
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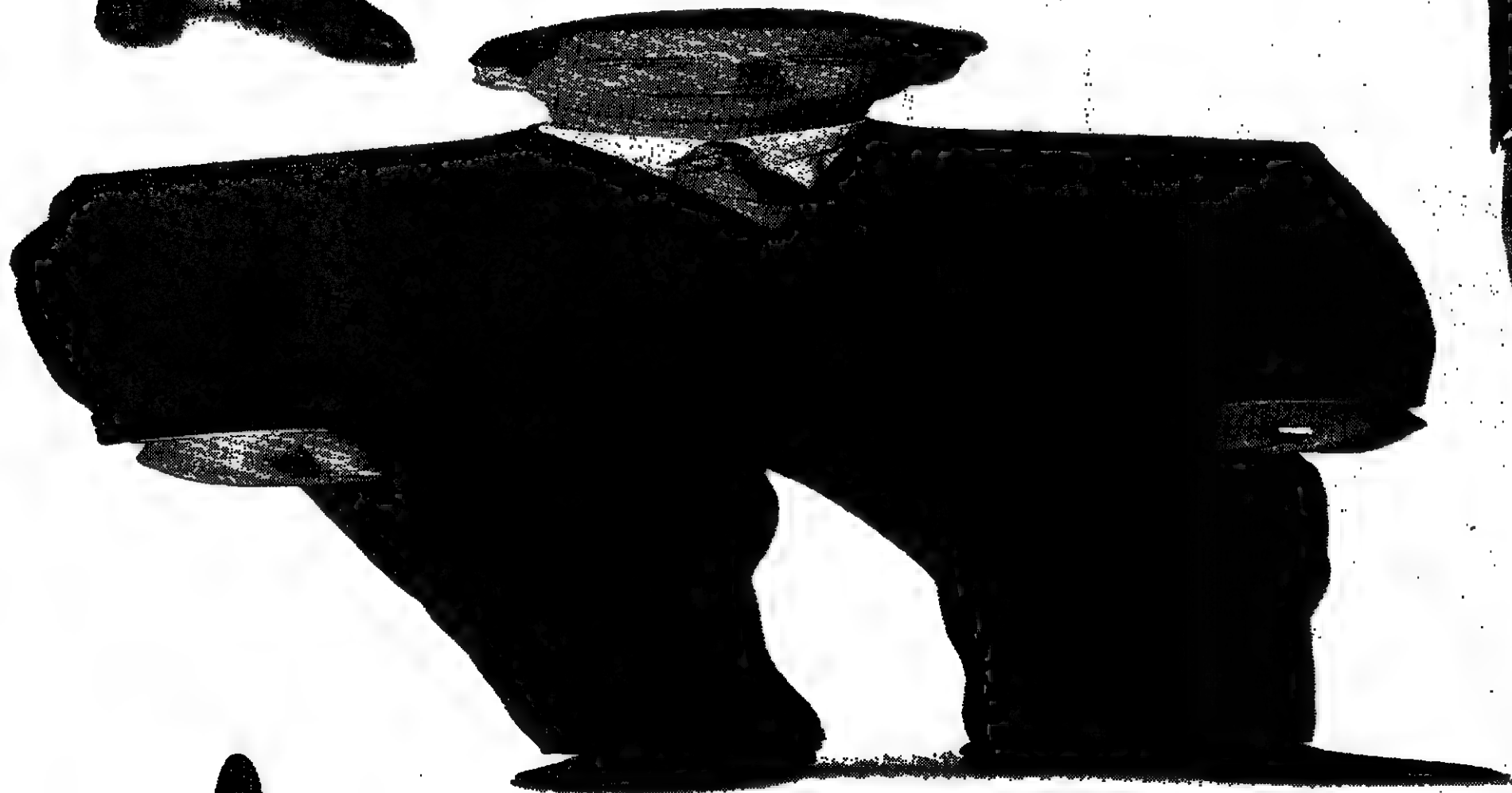
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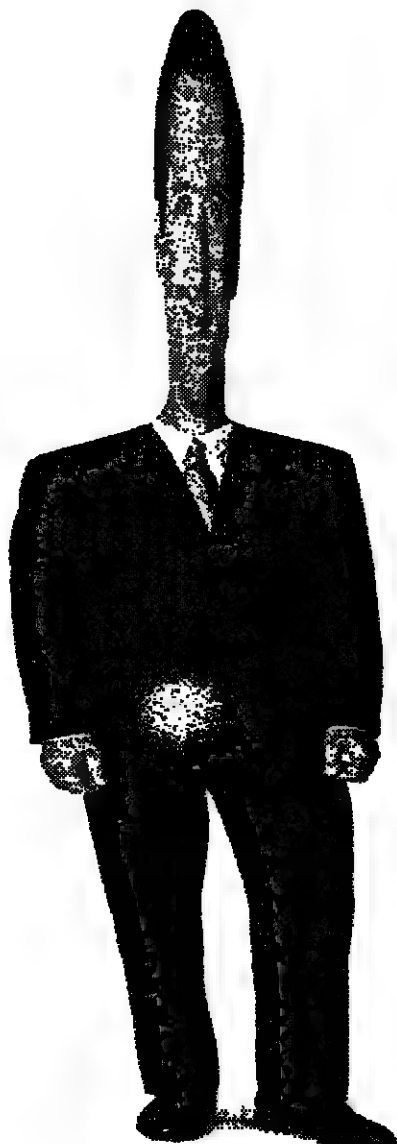
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Garage managers' pay soars

By Derek Harris
Industrial Editor

Improved profitability in the motor trade has led to 50 per cent increases in managers' salaries over the past three years. Many general managers and managing directors of car dealerships have seen earnings double in the same period.

This emerges from a survey of motor trade earnings by Aplin Phillimore Associates, a management and recruitment consultancy.

Competition for staff is another factor in pushing up earnings, says the survey, which found the highest earnings were in London and the South East where a dealership general manager averaged £32,000 a year. The lowest salaries were in Scotland where average earnings were £23,350.

But it was not uncommon for general managers of the larger, more successful dealerships to earn about £45,000 a year, said the survey. The highest paid general manager of a car dealership was found on Merseyside, earning £65,000 a year.

The typical manager in car and truck dealerships contributed to a contracted-out pension scheme, had medical and life assurance cover and 22 working days annual holiday.

● *The APA Pay Guide*: £39.50 from APA, Circle House North, 69-71 Wembley Hill Road, Wembley HA9 8BL.

Co-op criticizes MMC order on funeral sales

By Joe Joseph

The Co-operative Wholesale Society yesterday hit out at a government decision to back a Monopolies and Mergers Commission report ordering the CWS to sell parts of the Scottish funeral business it bought from House of Fraser this summer.

The MMC report, published yesterday, argued that the acquisition was against the public interest and made it difficult for new competitors.

House of Fraser sold its undertaking activities in England to Hodgson Holdings, the fast-growing funerals group, and its Scottish funeral business to the Co-op in June. The deal was the biggest in the history of the funeral services industry.

The purchase added 9,500 funerals a year to the Co-op's undertaking interests and

marked another stage in the transformation of the undertaking industry from a fragmented business, run by thousands of independent family firms, to one dominated by a few larger concerns.

The MMC's report requires the Co-op to make the disposals within a year. The acquisition was referred to the takeover watchdog a week before the general election in June on grounds of competition.

The Co-op, however, argues that it is difficult to exploit a high market share given the large number of competitors and what it sees as the ease with which new entrants can establish themselves.

Mr David Skinner, deputy chief executive of the Co-op's retail and services division, said: "Funerals are essentially

a local business with most firms operating only within 10 miles of their base.

"There are many places where there is only one funeral operator, apparently in a monopoly position. The commission itself found there was no evidence that prices are higher in those areas which are subject to less competition.

"The CWS funeral business has its headquarters in Glasgow, where it is competing with 13 other firms. In Scotland as a whole it is competing with at least 220 firms."

The MMC argued that while the House of Fraser acquisition lifted the Co-op's share of the Scottish market to 44 per cent, it raised its market share to 100 per cent in Aberdeen and Falkirk and to 77 per cent in Perth.

Silentnight lifts interim payout

Silentnight Holdings raised pretax profits for the six months ending August 1 to £3.31 million from £1.43 million last time on turnover up to £46.17 million against £39.61 million. Trading profit nearly doubled to £3.16 million from £1.60 million.

The company is raising the interim dividend to 1.75p from 1p. Earnings per share - before tax - are up to 7.36p from 3.18p and - after tax - to 4.43p from 1.98p.

The improved performance reflects further growth throughout the group. Silentnight Beds continues to benefit from improved labour relations and the Ultimate Sleep system range of products.

The company still has room to improve performance through greater efficiency, according to the company. Though the furniture industry has surplus capacity and is subject to strong competition, the group's factories are very busy and they should continue to benefit from the £6m capital expenditure programme.

Phoenix Timber

Phoenix Timber Group is buying Dransfield Timber, together with the freehold property occupied by the business, from Evered Holdings. Dransfield is a timber merchant at Morley, West Yorkshire. The consideration of about £411,000 is wholly payable in cash on completion. Dransfield made pretax profits of £53,000 in 1986.

Asda acquisition

Asda Property Holdings has acquired Holwell Securities, a privately-owned property trading company, for a about £2.4 million cash payable on completion. Holwell owns a mixed portfolio of properties. Pretax profits for the year to April 10 totalled £123,000 and the current rental income is about £193,000 a year. The company intends to review the portfolio and properties which do not satisfy the investment criteria will be disposed of. A number of vacant, residential properties will be sold immediately.

Tom Robinson

Tom Robinson has purchased Norburys of Maiton and Castle Motors (York), the vehicle distributors. A consideration of £2.05 million has been satisfied by £551,000 in cash, the issue of £500,000 in loan notes and 170,940 ordinary shares. The combined net assets of Norburys and Castle at October 31 last were £815,000, with profits before tax for that year at £67,000.

Classic offer

The offer for sale of 6.66 million ordinary shares with accompanying rights by Classic Thoroughbreds has been oversubscribed more than three times. The allocation of shares favours the small investor and all small applicants are to receive a minimum of 500 shares.

Cookson purchase

Cookson Group has acquired 91 per cent of Zircolor of Castellon, Spain, a manufacturer of compounds, frits and colours for the ceramics industry.

Video stake for Virgin

By Michael Tate

Mr Richard Branson's Virgin Group has paid £4 million for a 45 per cent stake in Mastertronic Group, a computer games group with interests in video, music distribution and arcade software.

Virgin says the acquisition will give it increased purchasing power and greater distribution strength. Master-

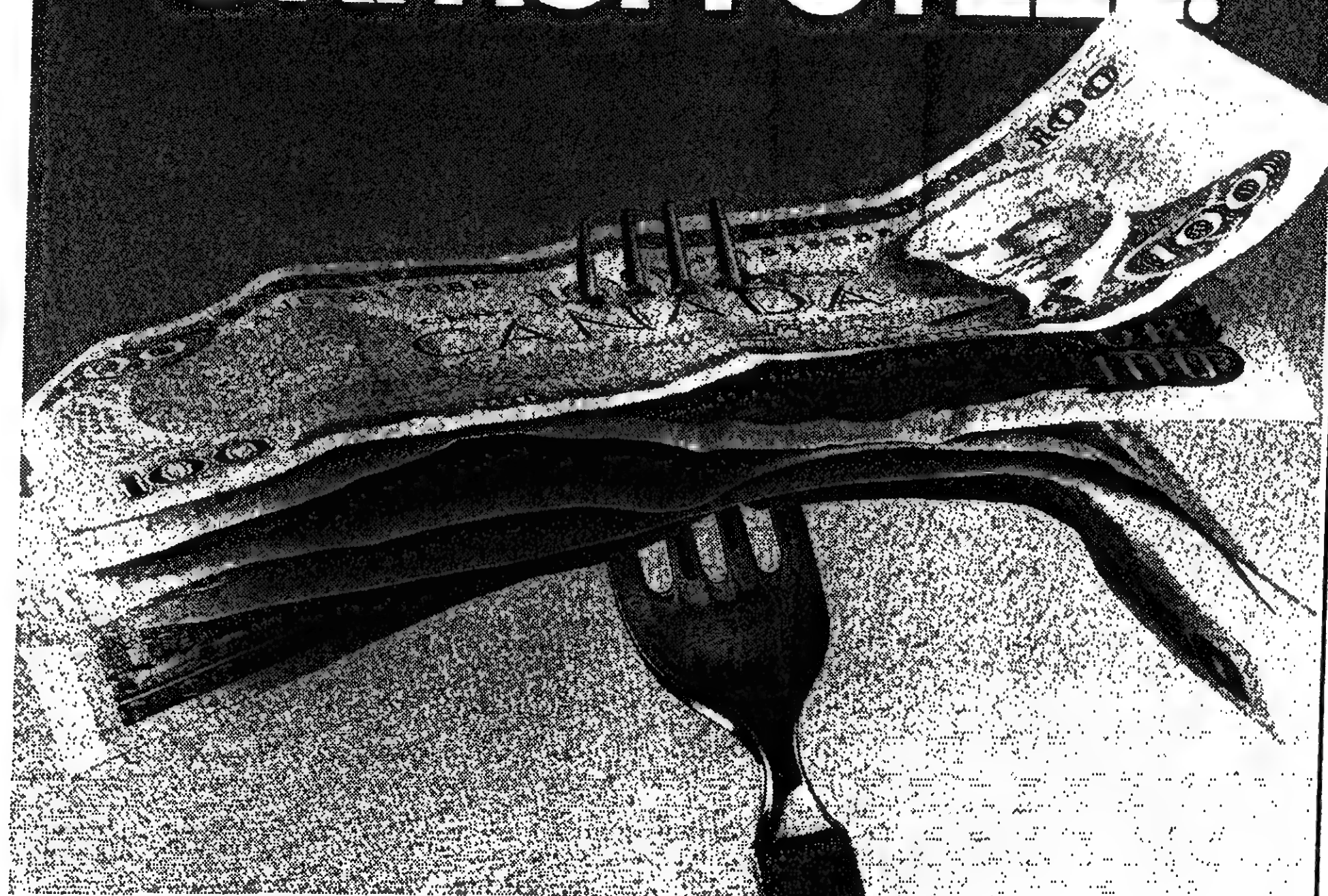
tronic is in the expanding low-price end of the market which has grown from 24 per cent to 35 per cent of the British market in the last two years.

It believes that Mastertronic's presence overseas, particularly in the United States and Europe, will enable Virgin to develop these markets further.



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*Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (a) denotes Alpha Stocks. (VOLUMES PAGE 32)

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■ Ex: dividend a Ex: 20 b Forecast dividend a Int: payment paid at t Price at suspension g Dividend yield: exclude a special payment c Per: per share firm

UNLISTED SECURITIES

| 1987 | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 | 1978 | 1977 | 1976 | 1975 | 1974 | 1973 | 1972 | 1971 | 1970 | 1969 | 1968 | 1967 | 1966 | 1965 | 1964 | 1963 | 1962 | 1961 | 1960 | 1959 | 1958 | 1957 | 1956 | 1955 | 1954 | 1953 | 1952 | 1951 | 1950 | 1949 | 1948 | 1947 | 1946 | 1945 | 1944 | 1943 | 1942 | 1941 | 1940 | 1939 | 1938 | 1937 | 1936 | 1935 | 1934 | 1933 | 1932 | 1931 | 1930 | 1929 | 1928 | 1927 | 1926 | 1925 | 1924 | 1923 | 1922 | 1921 | 1920 | 1919 | 1918 | 1917 | 1916 | 1915 | 1914 | 1913 | 1912 | 1911 | 1910 | 1909 | 1908 | 1907 | 1906 | 1905 | 1904 | 1903 | 1902 | 1901 | 1900 | 1899 | 1898 | 1897 | 1896 | 1895 | 1894 | 1893 | 1892 | 1891 | 1890 | 1889 | 1888 | 1887 | 1886 | 1885 | 1884 | 1883 | 1882 | 1881 | 1880 | 1879 | 1878 | 1877 | 1876 | 1875 | 1874 | 1873 | 1872 | 1871 | 1870 | 1869 | 1868 | 1867 | 1866 | 1865 | 1864 | 1863 | 1862 | 1861 | 1860 | 1859 | 1858 | 1857 | 1856 | 1855 | 1854 | 1853 | 1852 | 1851 | 1850 | 1849 | 1848 | 1847 | 1846 | 1845 | 1844 | 1843 | 1842 | 1841 | 1840 | 1839 | 1838 | 1837 | 1836 | 1835 | 1834 | 1833 | 1832 | 1831 | 1830 | 1829 | 1828 | 1827 | 1826 | 1825 | 1824 | 1823 | 1822 | 1821 | 1820 | 1819 | 1818 | 1817 | 1816 | 1815 | 1814 | 1813 | 1812 | 1811 | 1810 | 1809 | 1808 | 1807 | 1806 | 1805 | 1804 | 1803 | 1802 | 1801 | 1800 | 1799 | 1798 | 1797 | 1796 | 1795 | 1794 | 1793 | 1792 | 1791 | 1790 | 1789 | 1788 | 1787 | 1786 | 1785 | 1784 | 1783 | 1782 | 1781 | 1780 | 1779 | 1778 | 1777 | 1776 | 1775 | 1774 | 1773 | 1772 | 1771 | 1770 | 1769 | 1768 | 1767 | 1766 | 1765 | 1764 | 1763 | 1762 | 1761 | 1760 | 1759 | 1758 | 1757 | 1756 | 1755 | 1754 | 1753 | 1752 | 1751 | 1750 | 1749 | 1748 | 1747 | 1746 | 1745 | 1744 | 1743 | 1742 | 1741 | 1740 | 1739 | 1738 | 1737 | 1736 | 1735 | 1734 | 1733 | 1732 | 1731 | 1730 | 1729 | 1728 | 1727 | 1726 | 1725 | 1724 | 1723 | 1722 | 1721 | 1720 | 1719 | 1718 | 1717 | 1716 | 1715 | 1714 | 1713 | 1712 | 1711 | 1710 | 1709 | 1708 | 1707 | 1706 | 1705 | 1704 | 1703 | 1702 | 1701 | 1700 | 1699 | 1698 | 1697 | 1696 | 1695 | 1694 | 1693 | 1692 | 1691 | 1690 | 1689 | 1688 | 1687 | 1686 | 1685 | 1684 | 1683 | 1682 | 1681 | 1680 | 1679 | 1678 | 1677 | 1676 | 1675 | 1674 | 1673 | 1672 | 1671 | 1670 | 1669 | 1668 | 1667 | 1666 | 1665 | 1664 | 1663 | 1662 | 1661 | 1660 | 1659 | 1658 | 1657 | 1656 | 1655 | 1654 | 1653 | 1652 | 1651 | 1650 | 1649 | 1648 | 1647 | 1646 | 1645 | 1644 | 1643 | 1642 | 1641 | 1640 | 1639 | 1638 | 1637 | 1636 | 1635 | 1634 | 1633 | 1632 | 1631 | 1630 | 1629 | 1628 | 1627 | 1626 | 1625 | 1624 | 1623 | 1622 | 1621 | 1620 | 1619 | 1618 | 1617 | 1616 | 1615 | 1614 | 1613 | 1612 | 1611 | 1610 | 1609 | 1608 | 1607 | 1606 | 1605 | 1604 | 1603 | 1602 | 1601 | 1600 | 1599 | 1598 | 1597 | 1596 | 1595 | 1594 | 1593 | 1592 | 1591 | 1590 | 1589 | 1588 | 1587 | 1586 | 1585 | 1584 | 1583 | 1582 | 1581 | 1580 | 1579 | 1578 | 1577 | 1576 | 1575 | 1574 | 1573 | 1572 | 1571 | 1570 | 1569 | 1568 | 1567 | 1566 | 1565 | 1564 | 1563 | 1562 | 1561 | 1560 | 1559 | 1558 | 1557 | 1556 | 1555 | 1554 | 1553 | 1552 | 1551 | 1550 | 1549 | 1548 | 1547 | 1546 | 1545 | 1544 | 1543 | 1542 | 1541 | 1540 | 1539 | 1538 | 1537 | 1536 | 1535 | 1534 | 1533 | 1532 | 1531 | 1530 | 1529 | 1528 | 1527 | 1526 | 1525 | 1524 | 1523 | 1522 | 1521 | 1520 | 1519 | 1518 | 1517 | 1516 | 1515 | 1514 | 1513 | 1512 | 1511 | 1510 | 1509 | 1508 | 1507 | 1506 | 1505 | 1504 | 1503 | 1502 | 1501 | 1500 | 1499 | 1498 | 1497 | 1496 | 1495 | 1494 | 1493 | 1492 | 1491 | 1490 | 1489 | 1488 | 1487 | 1486 | 1485 | 1484 | 1483 | 1482 | 1481 | 1480 | 1479 | 1478 | 1477 | 1476 | 1475 | 1474 | 1473 | 1472 | 1471 | 1470 | 1469 | 1468 | 1467 | 1466 | 1465 | 1464 | 1463 | 1462 | 1461 | 1460 | 1459 | 1458 | 1457 | 1456 | 1455 | 1454 | 1453 | 1452 | 1451 | 1450 | 1449 | 1448 | 1447 | 1446 | 1445 | 1444 | 1443 | 1442 | 1441 | 1440 | 1439 | 1438 | 1437 | 1436 | 1435 | 1434 | 1433 | 1432 | 1431 | 1430 | 1429 | 1428 | 1427 | 1426 | 1425 | 1424 | 1423 | 1422 | 1421 | 1420 | 1419 | 1418 | 1417 | 1416 | 1415 | 1414 | 1413 | 1412 | 1411 | 1410 | 1409 | 1408 | 1407 | 1406 | 1405 | 1404 | 1403 | 1402 | 1401 | 1400 | 1399 | 1398 | 1397 | 1396 | 1395 | 1394 | 1393 | 1392 | 1391 | 1390 | 1389 | 1388 | 1387 | 1386 | 1385 | 1384 | 1383 | 1382 | 1381 | 1380 | 1379 | 1378 | 1377 | 1376 | 1375 | 1374 | 1373 | 1372 | 1371 | 1370 | 1369 | 1368 | 1367 | 1366 | 1365 | 1364 | 1363 | 1362 | 1361 | 1360 | 1359 | 1358 | 1357 | 1356 | 1355 | 1354 | 1353 | 1352 | 1351 | 1350 | 1349 | 1348 | 1347 | 1346 | 1345 | 1344 | 1343 | 1342 | 1341 | 1340 | 1339 | 1338 | 1337 | 1336 | 1335 | 1334 | 1333 | 1332 | 1331 | 1330 | 1329 | 1328 | 1327 | 1326 | 1325 | 1324 | 1323 | 1322 | 1321 | 1320 | 1319 | 1318 | 1317 | 1316 | 1315 | 1314 | 1313 | 1312 | 1311 | 1310 | 1309 | 1308 | 1307 | 1306 | 1305 | 1304 | 1303 | 1302 | 1301 | 1300 | 1299 | 1298 | 1297 | 1296 | 1295 | 1294 | 1293 | 1292 | 1291 | 1290 | 1289 | 1288 | 1287 | 1286 | 1285 | 1284 | 1283 | 1282 | 1281 | 1280 | 1279 | 1278 | 1277 | 1276 | 1275 | 1274 | 1273 | 1272 | 1271 | 1270 | 1269 | 1268 | 1267 | 1266 | 1265 | 1264 | 1263 | 1262 | 1261 | 1260 | 1259 | 1258 | 1257 | 1256 | 1255 | 1254 | 1253 | 1252 | 1251 | 1250 | 1249 | 1248 | 1247 | 1246 | 1245 | 1244 | 1243 | 1242 | 1241 | 1240 | 1239 | 1238 | 1237 | 1236 | 1235 | 1234 | 1233 | 1232 | 1231 | 1230 | 1229 | 1228 | 1227 | 1226 | 1225 | 1224 | 1223 | 1222 | 1221 | 1220 | 1219 | 1218 | 1217 | 1216 | 1215 | 1214 | 1213 | 1212 | 1211 | 1210 | 1209 | 1208 | 1207 | 1206 | 1205 | 1204 | 1203 | 1202 | 1201 | 1200 | 1199 | 1198 | 1197 | 1196 | 1195 | 1194 | 1193 | 1192 | 1191 | 1190 | 1189 | 1188 | 1187 | 1186 | 1185 | 1184 | 1183 | 1182 | 1181 | 1180 | 1179 | 1178 | 1177 | 1176 | 1175 | 1174 | 1173 | 1172 | 1171 | 1170 | 1169 | 1168 | 1167 | 1166 | 1165 | 1164 | 1163 | 1162 | 1161 | 1160 | 1159 | 1158 | 1157 | 1156 | 1155 | 1154 | 1153 | 1152 | 1151 | 1150 | 1149 | 1148 | 1147 | 1146 | 1145 | 1144 | 1143 | 1142 | 1141 | 1140 | 1139 | 1138 | 1137 | 1136 | 1135 | 1134 | 1133 | 1132 | 1131 | 1130 | 1129 | 1128 | 1127 | 1126 | 1125 | 1124 | 1123 | 1122 | 1121 | 1120 | 1119 | 1118 | 1117 | 1116 | 1115 | 1114 | 1113 | 1112 | 1111 | 1110 | 1109 | 1108 | 1107 | 1106 | 1105 | 1104 | 1103 | 1102 | 1101 | 1100 | 1099 | 1098 | 1097 | 1096 | 1095 | 1094 | 1093 | 1092 | 1091 | 1090 | 1089 | 1088 | 1087 | 1086 | 1085 | 1084 | 1083 | 1082 | 1081 | 1080 | 1079 | 1078 | 1077 | 1076 | 1075 | 1074 | 1073 | 1072 | 1071 | 1070 | 1069 | 1068 | 1067 | 1066 | 1065 | 1064 | 1063 | 1062 | 1061 | 1060 | 1059 | 1058 | 1057 | 1056 | 1055 | 1054 | 1053 | 1052 | 1051 | 1050 | 1049 | 1048 | 1047 | 1046 | 1045 | 1044 | 1043 | 1042 | 1041 | 1040 | 1039 | 1038 | 1037 | 1036 | 1035 | 1034 | 1033 | 1032 | 1031 | 1030 | 1029 | 1028 | 1027 | 1026 | 1025 | 1024 | 1023 | 1022 | 1021 | 1020 | 1019 | 1018 | 1017 | 1016 | 1015 | 1014 | 1013 | 1012 | 1011 | 1010 | 1009 | 1008 | 1007 | 1006 | 1005 | 1004 | 1003 | 1002 | 1001 | 1000 | 999 | 998 | 997 | 996 | 995 | 994 | 993 | 992 | 991 | 990 | 989 | 988 | 987 | 986 | 985 | 984 | 983 | 982 | 981 | 980 | 979 | 978 | 977 | 976 | 975 | 974 | 973 | 972 | 971 | 970 | 969 | 968 | 967 | 966 | 965 | 964 | 963 | 962 | 961 | 960 | 959 | 958 | 957 | 956 | 955 | 954 | 953 | 952 | 951 | 950 | 949 | 948 | 947 | 946 | 945 | 944 | 943 | 942 | 941 | 940 | 939 | 938 | 937 | 936 | 935 | 934 | 933 | 932 | 931 | 930 | 929 | 928 | 927 | 926 | 925 | 924 | 923 | 922 | 921 | 920 | 919 | 918 | 917 | 916 | 915 | 914 | 913 | 912 | 911 | 910 | 909 | 908 | 907 | 906 | 905 | 904 | 903 | 902 | 901 | 900 | 899 | 898 | 897 | 896 | 895 | 894 | 893 | 892 | 891 | 890 | 889 | 888 | 887 | 886 | 885 | 884 | 883 | 882 | 881 | 880 | 879 | 878 | 877 | 876 | 875 | 874 | 873 | 872 | 871 | 870 | 869 | 868 | 867 | 866 | 865 | 864 | 863 | 862 | 861 | 860 | 859 | 858 | 857 | 856 | 855 | 854 | 853 | 852 | 851 | 850 | 849 | 848 | 847 | 846 | 845 | 844 | 843 | 842 | 841 | 840 | 839 | 838 | 837 | 836 | 835 | 834 | 833 | 832 | 831 | 830 | 829 | 828 | 827 | 826 | 825 | 824 | 823 | 822 | 821 | 820 | 819 | 818 | 817 | 816 | 815 | 814 | 813 | 812 | 811 | 810 | 809 | 808 | 807 | 806 | 805 | 804 | 803 | 802 | 801 | 800 | 799 | 798 | 797 | 796 | 795 | 794 | 793 | 792 | 791 | 790 | 789 | 788 | 787 | 786 | 785 | 784 | 783 | 782 | 781 | 780 | 779 | 778 | 777 | 776 | 775 | 774 | 773 | 772 | 771 | 770 | 769 | 768 | 767 | 766 | 765 | 764 | 763 | 762 | 761 | 760 | 759 | 758 | 757 | 756 | 755 | 754 | 753 | 752 | 751 | 750 | 749 | 748 | 747 | 746 | 745 | 744 | 743 | 742 | 741 | 740 | 739 | 738 | 737 | 736 | 735 | 734 | 733 | 732 | 731 | 730 | 729 | 728 | 727 | 726 | 725 | 724 | 723 | 722 | 721 | 720 | 719 | 718 | 717 | 716 | 715 | 714 | 713 | 712 | 711 | 710 | 709 | 708 | 707 | 706 | 705 | 704 | 703 | 702 | 701 | 700 | 699 | 698 | 697 | 696 | 695 | 694 | 693 | 692 | 691 | 690 | 689 | 688 | 687 | 686 | 685 | 684 | 683 | 682 | 681 | 680 | 679 | 678 | 677 | 676 | 675 | 674 | 673 | 672 | 671 | 670 | 669 | 668 | 667 | 666 | 665 | 664 | 663 | 662 | 661 | 660 | 659 | 658 | 657 | 656 | 655 | 654 | 653 | 652 | 651 | 650 | 649 | 648 | 647 | 646 | 645 | 644 | 643 | 642 | 641 | 640 | 639 | 638 | 637 | 636 | 635 | 634 | 633 | 632 | 631 | 630 | 629 | 628 | 627 | 626 | 625 | 624 | 623 | 622 | 621 | 620 | 619 | 618 | 617 | 616 | 615 | 614 | 613 | 612 | 611 | 610 | 609 | 608 | 607 | 606 | 605 | 604 | 603 | 602 | 601 | 600 | 599 | 598 | 597 | 596 | 595 | 594 | 593 | 592 | 591 | 590 | 589 | 588 | 587 | 586</ |
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GENERAL APPOINTMENTS

October 22, 1987

There is an odd irony about public relations. Its practitioners claim it to be a management art that will improve public understanding and goodwill for those organizations that practise it. Yet public relations itself is widely misunderstood, often regarded with suspicion and subject to a range of differing definitions, even by those who are professionals at it.

Robert Worcester, chairman of MORI, has demonstrated that the public attitude towards PR differs from the attitude towards other professions and industries. In general his surveys show that the better known an industry or organization becomes, the more highly it is regarded. With PR, however, the opposite has happened. As key groups such as industrial leaders, MPs, national editors and financial analysts, have become more familiar with it, the less highly they claim to regard it.

Recently PR people were shocked when one of their number in the United States suggested that Ian Galt's Oliver North was "a highly excellent PR guy" because he was a good liar. Such remarks, while members of Britain's Institute of Public Relations, who subscribe to a code of conduct which includes the clause: "A

John Greenall: We were shocked when Oliver North was praised for being a good liar

The PR industry is expanding fast in spite of the image



John Greenall, formerly the Open University's public relations director, is a PR consultant. He is co-author of *Public Relations Management in Colleges, Polytechnics and Universities* (Heist Publications, £9.95), to be published on November 2

member shall have a positive duty at all times to respect the truth and in this regard not to disseminate false or misleading information knowingly or recklessly and to use proper care to avoid doing so."

The misunderstandings about public relations are possibly best highlighted when, for example, a broadcasting station wonders whether the latest arms reduction offer from the Soviet leader is genuine or "just another public relations exercise".

Perhaps public confusion is due to the fact that PR can be viewed in two principal ways. There is "public relations absolute" and "public relations practical". The first of these is not confined to the expertise of those who are professionally trained in the art. It is a matter for all managers, indeed all staff, of an organization. It is the state of understanding and goodwill that exists between the organization and the various parts of society which can influence its fortunes — the local community, the planners, government departments, suppliers, customers, shareholders, employees etc.

In this sense it is not gibed to describe every employee as a public relations officer. PR is affected by virtually everything that the firm does — the buildings it erects, the way it recruits staff, the attitude of its telephone op-

erators, the behaviour of its lorry drivers, the statements of its chairman, the quality of its products, the environmental pollution it causes, the donations it makes to charities...

When tasks inside a firm become specialized, those who perform them can become blinkered to the effects of their actions on other parts of the organization. Because their actions may affect their employer's public relations, there is a strong case that every

management training programme should include sessions on PR. "Public relations practical" is the sense in which an organization deliberately and consciously undertakes activities to improve its reputation in society and to understand better the attitudes of the public towards it.

In the popular mind these activities are confined to obtaining press publicity but in reality the practitioner's canvas is very much broader. It includes opinion research, internal and external publications such as newsletters and magazines, factory visits, speakers' programmes, anniversary and other celebrations, exhibitions, conferences, sponsorship of arts, education, sport and

other community interests, political liaison, visual identity, photography, audio and visual materials and corporate advertising as well as many other techniques.

The work of the public relations professional, whether in-house staff or external consultant, is twofold.

In respect of "public relations absolute" he or she is an adviser, ranging far beyond the confines of publicity-creation, warning when a proposed company policy will actually be or will be seen to be against the public interest; feeding back both favourable and unfavourable public views of the company; instigating the correction of internal faults; preparing

management to cope with disasters or crises that might arise in the future; monitoring trends and issues that might one day support or hinder the progress of the company.

With regard to "public relations practical" the practitioner's job is to assess the company's present state, to recommend whether the house needs to be put in order first, and then to prepare a strategy and action plan.

Much of the action plan will deal with methods of improving communications, both internally and externally. Better communications are widely held to be a means of removing obstructions and obtaining co-operation. Since these are worthy goals for any organization it is difficult to appreciate why the popular image of PR should not be better.

Certainly the poor image has not deterred employers and clients. Throughout the 1980s the PR business has experienced a compound growth rate of 35 per cent a year, and several of the largest consultancies have annual billings running into millions of pounds. The expansion of business has, in fact, been so rapid that good quality staff are hard to recruit for both corporate and consultancy jobs.

Training to date has largely been "on the job" apart from practical qualifications offered by CAM, the Communications, Advertising and Marketing Foundation. This year, however, two academic initiatives have started. Stirling University now has full-time courses leading to a diploma and Master of Science in public relations, and at the Cranfield School of Management PR is available as an option in its two-year part-time Master of Business Administration programme.

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CURATOR/ ADMINISTRATOR FOR PRIVATE ART COLLECTION TO BE BASED IN AUSTRALIA

Collection includes Australian and European Works of Art.

Qualifications: Applicants should possess a degree in fine Art or arts related disciplines and should have previous work experience.

Salary negotiable depending on qualifications and experience.

Please write enclosing full C.V. to:

L. M. Corbett
7 Durham Place
LONDON SW3 4ET.

IF YOU THINK YOU CAN, YOU CAN FRUSTRATED? DISILLUSIONED? LOST YOUR MOTIVATION AND DIRECTION? ENERGETIC? ACCOMPLISHED BUT UNFULFILLED?

If you have a proven record of success but feel the need to change direction you are probably questioning which way to look. The Financial Services industry could provide you with the opportunity of an exceptional career, but you lack the information to make a decision.

To help dispel the myths, London Financial Services are running a series of informal evening seminars designed to illustrate what we do, and why. The company is looking for individuals of the highest quality, determined achievers not necessarily experienced in this field.

PLACES ARE STRICTLY LIMITED
TELEPHONE JERRY FORBES OR RICHARD SLOLEY 01-245 1061
IF YOU THINK YOU CAN'T, YOU'RE RIGHT

RECRUITMENT CONSULTANT £25 - £30,000

At an expanding multi branch Consultancy, we are anxious to interview ambitious consultants with managerial flair who recognise the importance of recruitment within the financial sector.

Enjoying an increasing share of a competitive market we are eager to build on our success and now wish to interview consultants with proven academic and professional track records. Candidates with less than one years previous recruitment experience are unlikely to be sufficiently qualified.

In addition to high earnings we can offer a range of benefits including a company car after a qualifying period.

Contact in confidence David Ellis on 01-831 2929 or 01-221 4919 after working hours.

Accountancy Recruiting

ARE YOU A BORED NEGOTIATOR?
Property Data Services is a London's leading multi-branch company for estate agents, based in Lambeth. We are currently seeking an experienced negotiator with ambition, and willing to accept a challenge that will make use of his or her estate agency skills. This position offers a rapidly expanding company offering the ability to consider an initial salary of £10,000 plus car. Review in six months in the first instance contact: Marianne O'Hare or Nic Savage on 01 581 5357 until 7.00 pm.

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

PARKFIELD GROUP PLC MANUFACTURING EXECUTIVES/ MANAGING DIRECTORS

LOCATION FLEXIBLE SALARY NEGOTIABLE
+ SHARE OPTIONS

During the past three years, Parkfield has been transformed from a foundry company with annual sales of £4 million into a profitable manufacturing and distribution group with fourteen subsidiaries and annual sales in excess of £200 million.

A series of acquisitions have been made during this period and, although the Group's prime objective is to sustain a high level of organic growth, considerable opportunities exist for further acquisitive growth.

Certain of these potential acquisitions are manufacturing engineering companies, located in the North, the Midlands and the South.

We therefore have an ongoing requirement for manufacturing professionals, either with specialist skills or with experience in senior general management positions.

We would be pleased to hear from applicants who, in addition to these skills, possess the ambition, determination and drive to grow and prosper in what is a very fast moving and rewarding environment.

It is the Group's policy to offer remuneration packages that enable it to attract people of the highest calibre.

Replies to this advertisement will be treated in the strictest confidence and should be addressed to:

Tim Elster
Parkfield Group Plc
Longdene House
Haslemere
GU27 2PH

PLASTIC CARDS = GROWTH DIRECTOR OF PRODUCTION OPERATIONS

£35k + BONUS + CAR + fringe benefits

As a world leader in plastic card technology we need a top operations director to take us to market leadership within the UK and Europe.

We currently manufacture some 50 million plastic cards a year for banks and other organisations and further process some 36 million cards via highly computerised systems in a brand new facility established some 2 years ago at Byfleet, Surrey.

We need to double our UK capacity and therefore require a manufacturing professional with stature and skills capable of bringing about change and innovation.

Responsible for the key areas of production, materials, management, manufacturing, engineering and site services, he/she will be creating and implementing our strategies for the late 80's and beyond.

This process must start with a complete analysis of our

present practices and continue on with the recommendation and implementation of new techniques, personnel policies and capital investment programmes.

Able to present ideas at board level, you will have the power of diplomacy and persuasion, ideally, qualified in engineering you should be a strong leader and motivator with in depth knowledge of modern manufacturing practice. Your experience should be some 10 years, gained in an area where quality of service and product has been paramount with the direct responsibility for productivity and cost effectiveness.

The ideal candidate will wish to expand his career through success in this initial role, into a group that experiences growth at some 60% - 70% per year.

The salary and benefits will fully reflect your contribution and commitment to the opportunity and challenge.

Send your full CV in confidence to:
Mrs M Munday, Personnel Manager,
NBS Limited, 105 Oyster Lane, Byfleet,
Weybridge, Surrey. KT14 7HJ.

NBS

RESEARCH ASSOCIATES IN CORPORATE STRATEGY CONSULTING (LONDON)

The LEK Partnership in a fast growing, international strategy consulting firm with offices in London, Boston, Los Angeles and Sydney. We are looking to recruit two Research Associates for our Head Office in London, with the opportunity for European travel.

As members of small teams of highly motivated professionals, Research Associates collect and analyse competitor and market data leading to the formulation of effective strategies for our clients. About one third of our work relates to acquisitions and divestitures.

Applicants should be under 28 years of age and have:

- University education with an excellent academic record
- Fluency in both English and German
- Good quantitative and communication skills

The high standards required for acceptance into the firm are reflected in competitive compensation. The position is particularly attractive to someone who plans to attend business school. Interested applicants should send a curriculum vitae and certificates of relevant degrees to:

Sarah Murray
Recruitment Co-ordinator
The LEK Partnership
The Adelphi Building, 1-11 John Adam Street, London, WC2N 6BW, England.

OSBORNE & LITTLE plc Export Sales Representative

Our rapidly growing export division offers a rare opportunity for an ambitious young professional, aged 23/30 to join Osborne & Little plc, internationally famous designers of fabrics and wallpapers. Reporting to the Sales Director you will travel extensively in Europe.

You should have fluency in German, with French or another language being an advantage. You need to be well-educated, enthusiastic and personable as well as possessing a personality and commercial flair to succeed in this specialist industry.

Based at the company's head office in South London, there is an attractive salary commensurate with your experience, a company car as well as other benefits which increase as you progress.

Please write, enclosing details of your career to the Sales Director, 49 Temperley Road, London SW12 8QE.

ADVERTISEMENT SALES MANAGER

Aerospace Industry

SOUTH BUCKS - SALARY PACKAGE CIRCA £20,000 + CAR

We are looking for a dedicated, self-motivated individual with proven sales experience who will do some overseas travel and work within a small sales team.

The Shephard Press is the recognised leader in its field publishing a small range of specialist technical magazines.

Please write with full c.v. to:

Ann Haigh, Advertisement Director

THE SHEPHARD PRESS
11 High Street, BURNHAM, Bucks SL1 7JZ

Not just the world's largest engineering company,
but also the most successful...

Purchasing Officer -

IGE Medical Systems Ltd.

Radlett, Herts

At IGE Medical Systems Ltd., we are part of General Electric - one of the world's largest and most successful companies, established in the UK over 100 years ago. Internationally renowned for our advanced medical diagnostic imaging equipment, we currently have over 900 installations in hospitals, research institutes and medical schools and we are continually researching and developing new technology to aid medical science. Recently we have begun transferring part of our Danish operation to the UK, and now need an experienced Purchasing professional to help us efficiently carry out this transfer.

Reporting to the Purchasing Manager and working with a team, you will be responsible for identifying and evaluating UK suppliers and manufacturers of items

currently imported. Working on your own initiative, you'll need an in-depth knowledge of aluminum extrusions, castings and high quality, close tolerance machined components together with purchasing experience gained in either a similar environment or an engineering/vehicle manufacturing company.

Apart from a career with plenty of opportunities to progress, we also offer a highly competitive salary dependent on experience, along with a generous range of benefits which include medical insurance and relocation where appropriate.

If you feel that you have the necessary skills and experience and would like to apply, please contact: Julia West, IGE Medical Systems Ltd., Colney Street, St. Albans, Herts, AL2 2ER. Tel: Radlett (09276) 2937.



* Trademark of General Electric Company (USA) not connected with the General Electric Company plc

IGE Medical Systems Ltd.

Colney Street, St. Albans, Herts, AL2 2ER.
Tel: Radlett (09276) 2937

INVESTMENT MANAGER

£30,000 + CAR, BENEFITS

Advent Limited, a leading Venture Capital House specialising mainly in the field of high technology, currently has a vacancy for an Investment Manager, aged 28-45, with practical experience in the biomedical field.

Working with a small highly-motivated team the successful candidate will be responsible for assessing companies for possible investment and subsequent initiation and negotiation of the deal.

3 or more years experience of the pharmaceutical, biotechnology or biomedical field is essential. The successful candidate will have had managerial, financial or business experience of these fields, perhaps gained as an analyst within a bank or other institution. Research experience alone will not be acceptable.

Candidates should have a degree in biological or medical sciences and an advanced degree or MBA would be desirable.

An attractive remuneration package is offered to the right individual who will be highly-motivated, personable and able to exhibit excellent written and verbal communication skills.

Interested applicants should send a detailed CV to:



Jerry Benjamin
Advent Ltd,
25 Buckingham Gate
London SW1E 6LD

SALES EXECUTIVE

BASIC £19,000

+ COMM + CAR

Our client, one of the major Printing/Publishing companies established for over 60 years and with extensive client base consisting of numerous "Blue Chip" companies want to recruit a Sales Professional. Your duties would be to promote their range of printing services to both industry and commerce covering typesetting, colour reproduction, planning, printing etc. As the ideal applicant you would probably be in your early thirties with a professional approach to selling and you ideally have had a substantial portfolio of accounts within the printing industry. The position would be based in the West Country or London however relocation will be considered for the right person. CONTACT PETER MIDDLELEY ON 0722 233000.

SALES EXECUTIVES

15k +

COMMISSION

+ EXEC. LEVEL CAR

875 39-45k

NORTH/MIDLANDS

The highly successful and expanding Computer Company requires experienced (2-3 years) Sales Executives, to sell and promote their products, ranging from qualified lines. Excellent career progression developing into Field Sales Manager once proven YOU have what it takes. PLEASE CONTACT: GREG SIMMONS, 31 CROSS STREET, BIRMINGHAM B1 1ET. SALES NETWORK, A PERTEMP GROUP

ROYAL COLLEGE OF SURGEONS OF ENGLAND



Administrative Assistant (Examinations)

An opportunity has arisen for a young graduate to contribute to the development of the examination administrative systems.

Applicants should have a good degree in a relevant subject (e.g. Business, Law, or Social Sciences) and be a member of a professional association. Salary within the range £5000 to £12000. Please write to: The Assistant Secretary (Personnel) Royal College of Surgeons of England, 25-40 Lincoln's Inn Fields, WC2A 3PE.

Delivery a curriculum vitae and the names of two referees. Please quote reference 62/67. Closing date: 12 November 1987.

NEGOTIATOR REQUIRED

For hectic Covent Garden property management and letting agency. Ability to work on own initiative and under pressure will be well rewarded. Miss Pott 240 7983

ICSA THE INSTITUTE OF CHARTERED SECRETARIES AND ADMINISTRATORS

COMMERCIAL SERVICES OFFICER & PROFESSIONAL SERVICES OFFICER

ICSA the leading professional body for company secretaries and administrators in the UK has two vacancies.

The first in its newly created Commercial Services Department involves acting as secretary to companies being formed by the Institute to pursue commercial ventures in the publishing, software, and distance learning fields. Responsibilities will include incorporation, statutory secretarial work, financial management and contract administration.

The second is for a senior member of the Professional Services Department to assume responsibility for specialist panels of members employed as company secretaries, partnership secretaries and pension administrators and those involved in European affairs. The work involves generating ideas and acting as Secretary for regular Panel meetings, the drafting of policy documents and submissions and the organisation of seminars. This is a key area for the promotion of the Institute and an interest in policy matters affecting the profession is crucial.

Applicants should preferably be members of the Institute or finalists, with relevant experience gained in a company secretarial or commercial administration environment. Good written and oral communication skills are essential.

For the Commercial Services Officer a salary between £10-12,000 pa is envisaged. The Professional Services Officer carries a salary of between £12-15,000. Please apply in writing to the Institute of Chartered Secretaries and Administrators, 16 Park Crescent, London W1N 4AH, tel. 01 580 4741, marking your replies Confidential - Commercial Services Officer/Professional Services Officer.

Further details are available from Mark Selby (ext 132) and Gillian Bloomfield (ext 127).

Closing date 2nd November 1987.

Due to a very successful expansion programme Firth Cleveland Sintered Products wish to fill positions with suitably experienced and qualified applicants.

Senior Tooling Design Draughtsman

Must have competence in the design of power metallurgy press tooling. HND qualification preferred.

Senior Gauge Design Draughtsman

Must have experience in the design of gauging to meet all the latest quality requirements of the automotive industry. HND qualification preferred.

Metallurgist

Experience in the powder metallurgy industry is preferred but not absolutely essential. Qualifications to degree or HND expected.

Programmes Analyst

Qualified to HND or equivalent in computer studies, experience of IBM36 would be an advantage as would an accounting background.

Accountant

Must be qualified ICMA and experienced in the preparation of monthly accounts, rolling forecasts and annual statutory accounts.

Preferred age range for all positions 25-50. Attractive salaries offered. Contributory pension scheme. Relocation assistance will be considered.

Apply with full CV to: The Personnel Manager, FIRTH CLEVELAND SINTERED PRODUCTS LTD, Telford Industrial Estate, Pontypridd, Mid Glamorgan CF37 1YD.

The international automotive, defence, and industrial services group

EUROPEAN MARKET RESEARCH MANAGER

Based South East England - up to £30,000 salary p.a. + Benefits.

As part of a highly successful U.S. Corporation, our client is a UK based manufacturer of electronic components for specialist applications. As world leaders in their field, the company holds a major position in Europe.

Reporting to the Director of Marketing, this newly created post will carry responsibility for carrying out full Market Research activities. This is a hands on management post requiring strong business awareness and effective communication skills.

Applications are invited from BSC qualified candidates, ideally with an MSC in statistics, marketing and economics. Substantial experience in Statistics and Behavioural Sciences is essential coupled to a minimum 5 years practical Market Research experience. Candidates will ideally be computer literate and technology confident.

To discuss the above in total confidence please telephone Elizabeth Huntley on 0273 480088 between 2pm and 6pm today and until 7.00pm this week and next. Alternatively write to the address below quoting Ref No: 30162. Interviews will be held as follows:-

| MANCHESTER | READING | LONDON | LEWES |
|--------------|--------------|--------------|----------------|
| 4th November | 5th November | 6th November | By arrangement |

A member of the E.R.C. Group Ltd

The Electronics Recruitment Company,
ERC House, 32-33 North Street, Lewes, East Sussex.

ELECTRONICS
RECRUITMENT
COMPANY U.K.

IMASA TECHNICAL SALES REPRESENTATIVES AND RESEARCH DEVELOPMENT CHEMISTS

IMASA Ltd., a leading supplier of chemical products to the electronics, printed circuit and electroplating industries, requires additional Technical Sales Representatives and Chemists.

Applicants should be 25/35 years of age and have minimum ONC Chemistry, or equivalent. Previous experience in the field would be an advantage, but not essential.

The positions are offered with attractive salaries and Group private medical insurance, pension scheme and 4 weeks holiday after a qualifying period. The Technical Representatives are required for the Southern Area and a Company car will be provided.

For an application form, please telephone: Mr. R. Bennett, Sales Manager, IMASA Ltd., 188 Bath Road, SLOUGH, Berks SL1 4DU. Telephone: Slough (0753) 28282.

FALL MALL MONEY MANAGEMENT

A subsidiary of the Chase de Vere (Part Mail) Group of Companies.

Has vacancies for Trainee Consultants. Extremely high income potential.

For full details
01 734 1422

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GENERAL APPOINTMENTS

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Last year we tailor made 390 training courses for 4,000 people.

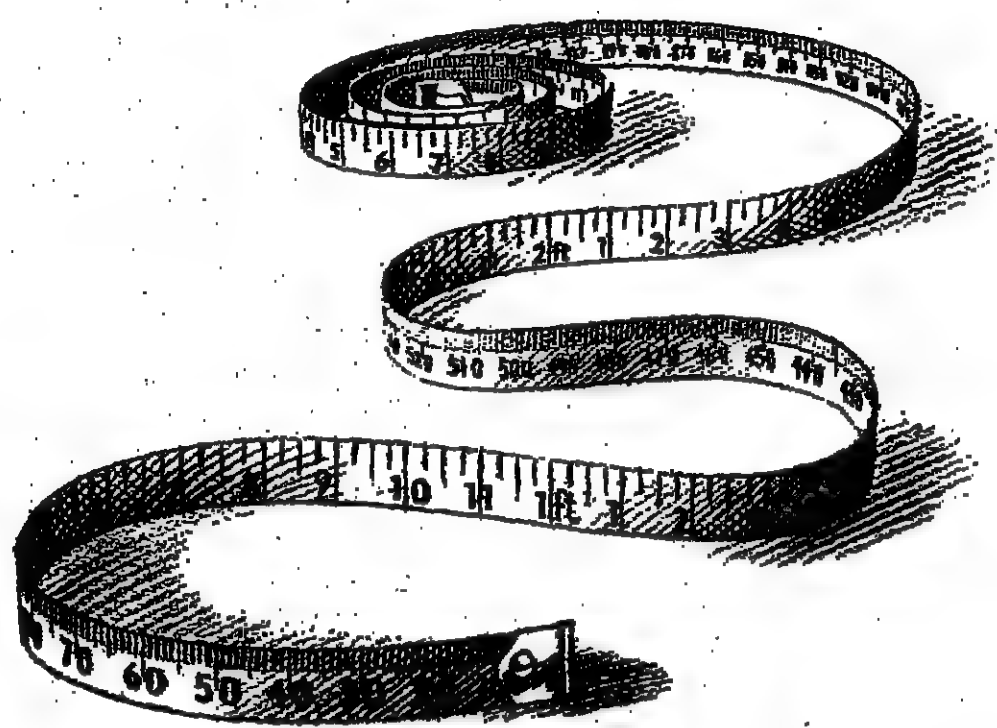
Courses that were cost-effective. Based on the individual training needs of our clients. Held - in most cases - on their premises.

Or at our London Training Centre. Or the famous Urwick Management Centre.

Courses that are part of the comprehensive human resources consultancy services offered by Price Waterhouse.

Find out more. Contact Doug McGregor on 0753 34111.

You'll get individual attention.



What can we do for you?

Price Waterhouse

REGULATION IN THE CITY

The Securities Association has been set up to help the securities industry answer the requirements of the Financial Services Act 1986, which establishes in the United Kingdom a new regulatory framework for investor protection over a wide range of investment activities.

Under the provisions of the Financial Services Act, the Enforcement Division of TSA will be responsible for monitoring members compliance with the Association's rules. We are, therefore, increasing our teams of inspectors to meet the challenge of regulating the financial activities of member firms.

You will be either a recently qualified accountant or an accountant, lawyer, or chartered secretary, with up to three years experience.

ACCOUNTANTS, LAWYERS AND CHARTERED SECRETARIES

Your role will be to:

- Examine the financial activities of member firms
- Monitor their conduct of business
- Investigate and seek to resolve customer complaints

Working as part of a closely knit team of five you will need to have an eye for detail, strong interpersonal skills, be diplomatic and thrive on pressure.

In short this variety and challenge requires people of the highest calibre.

Salary will be negotiable and benefits will include non-contributory pension scheme, free travel and BUPA with relocation where necessary.

Please write with full CV to:
Edward Geraghty,
Recruitment Officer,
The Securities Association Limited,
The Stock Exchange Building,
London EC2N 1EQ.
Tel: 01-256 9000 Ext. 28973

THE SECURITIES ASSOCIATION

CSX
OIL & GAS

Manage a £250m Project

Manage a major North Sea development project from conceptual engineering phase and Annex B through to installation and commissioning.

CSX Oil & Gas (UK) Corporation, an energy subsidiary of the major US group CSX Corporation, is about to embark on its most significant development to date.

A major gas discovery has been made in the Southern Basin and early production is planned. As operator, CSX is now in the process of building up its Central London based team and you will be responsible for all engineering functions within the UK company.

As Project Manager, you will co-ordinate and supervise the bid preparation, analysis and award of contracts for fabrication and installation of platforms, facilities and pipelines.

With fifteen years' post graduate experience at least three of which have been gained in project management in North Sea operations, you have the technical skills and managerial qualities necessary to head up all engineering disciplines in the company.

The attractive salary and benefits package reflects the highly significant role this position occupies in the senior management team.

In complete confidence, please ring or write with CV to **John Diack**,
Simpson Crowden Consultants Limited,
Specialists in Executive Search & Selection,
97-99 Park Street, London W1T 3HA.
Telephone: 01-629 5969.

Simpson Crowden
CONSULTANTS

CJA

RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PU
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-256 8501

An interesting and secure appointment - Scope exists to move to a more Senior Director position within 2-4 years



PENSIONS MARKETING DIRECTOR - FUND MANAGEMENT

CITY

£40,000-£70,000 + BANK BENEFITS

MAJOR INTERNATIONAL INVESTMENT HOUSE

Applications are invited from candidates aged 35-50 with a minimum of 4 years' experience in either pension fund investment in a large company, or public authority, or with a knowledge of global or particularly Japanese equities in an investment house. The successful applicant will be responsible for marketing the specialist pension fund management service to UK pension funds and pension consultants. There will be support from the marketing division in making initial contacts and the Pensions Marketing Director will need to follow up contacts to secure new business through presentations at a senior level and giving talks at seminars, with some time spent in the field. This position calls for exceptional presentation skills and an outgoing personality. Initial remuneration negotiable £40,000-£70,000, + bonus, car, mortgage subsidy, non-contributory pension, free life insurance, and family medical insurance. Applications in strict confidence under reference PMDFM4550/TT to the Managing Director - CJA

Senior position in a well-known group with scope for equity participation in the short/medium term.



FUND MANAGER - INTERNATIONAL EQUITIES

CITY

£40,000-£60,000 + BONUS

INDEPENDENT INTERNATIONAL FUND MANAGEMENT GROUP

Our Client has an outstanding fund management record and owing to expansion an opportunity has arisen for a Fund Manager for a new international unit trust and additional international funds. The successful candidate is likely to be aged 27-35, with a sound analytical training and demonstrable track record managing international funds. This is a "hands on" position, with a high level of autonomy, supported by existing expertise in individual global markets. Essential qualities are an imaginative and analytical approach and well-developed presentational skills. Initial remuneration negotiable £40,000-£60,000 + bonus + car, non-contributory pension, free life insurance, free family BUPA and assistance with relocation expenses if necessary. In due course an attractive equity participation will be available, dependent upon success. Applications in writing or by telephone on 01-638 0680, in strict confidence under reference IEFM4552/TT to the Managing Director - CJA

A varied and interesting appointment. Profit related bonus scheme. Share option scheme. Scope for rapid advancement.



SENIOR INVESTOR RELATIONS EXECUTIVES

CITY

£35,000-£55,000

HIGHLY SUCCESSFUL INTERNATIONAL FINANCIAL COMMUNICATIONS GROUP

We invite applications from candidates, aged 30-40, who are fully conversant with how securities markets operate. They should have at least 5 years experience gained in the corporate finance or equity research sides of a bank or stockbroker or in a financial communications agency, or working in-house in a relevant area for a major listed company. The successful candidates will be responsible for advising new and existing clients on the development of effective strategies for communicating with investment communities in the UK and overseas and will ensure the successful implementation of programmes to support new issues, mergers and acquisitions and contested takeovers as well as continuing investor relations. The ability to gain the full respect of clients at senior level and to structure and present appropriate programmes in a persuasive and conclusive manner is important. Initial salary negotiable, £35,000-£55,000 + car, profit related bonus, contributory pension, medical insurance, free life insurance and assistance with removal expenses if necessary. Applications in strict confidence under reference SIRE4551/TT, to the Managing Director - CJA

3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 5PU TELEPHONE: 01-588 3588 OR 01-588 3576. TELEX: 887374. FAX: 01-256 8501
ORGANISATIONS REQUIRING ASSISTANCE ON RECRUITMENT: PLEASE TELEPHONE 01-629 7639.

EXECUTIVE RECRUITMENT CONSULTANTS

Finance • Marketing • Personnel
• Information Technology

Package from £30,000 + car

London

BIS Applied Systems - part of the worldwide BIS Group - is one of the UK's leading Information Systems Consultancies with offices in London, Birmingham, Manchester and Edinburgh.

Our Executive Selection Division has an established 'blue-chip' client base and a proven record of success in recruiting senior executives in Information Technology.

But we're not content to rest on our laurels. That's why we're about to launch an expansion programme which will not only lead our business into new areas of growth, but will also continue to consolidate our core activity.

As one of the Senior Consultants in our London Office you will implement this programme by building a progressive business - in Finance, Marketing, Personnel, or Information Technology - through creative marketing and professional service.

Probably aged in your thirties, certainly graduate calibre, you should definitely have proven selection experience in one or more of these specialisms. The maturity and personal authority to operate at the most senior levels is essential, as are energy, enthusiasm and a real desire to achieve.

We offer an attractive package reflecting ability and experience which will comprise a high basic salary and performance related bonus. We also provide a company car and relocation assistance where appropriate.

If you are keen to develop your career with a market leader please write with full C.V. to Michael Hordern, Manager, Executive Selection Division, BIS Applied Systems, 20 Upper Ground, London SE1 9PN or telephone for an application form on 01-633 0866 quoting ref. GT1516.

BIS Applied Systems

Executive Selection Division



CONSULTANCY • SYSTEMS DEVELOPMENT • TRAINING • PERSONNEL SERVICES

DEPUTY MANAGING DIRECTOR

A Deputy Managing Director is required for a successful manufacturing Company in the Greater London Area, with a £5m turnover, which is part of a publicly quoted Group.

The appointment is being made with a view to succession in June 1988 when the present Managing Director will be retiring, and the performance and prospects of the Company are such that it will be attractive to high-calibre candidates.

The Managing Director has full profit-responsibility for the Company, and the Deputy Managing Director will be expected, on succession, to maintain and improve the present results within the broad parameters of Group Policy.

Candidates are likely to have the following broad experience:

1. B.Sc Mechanical Engineering, or equivalent.
2. Age 40 to 50.
3. Several years experience in a medium sized manufacturing Company, with production and/or general management experience.
4. Understanding of the financial aspects of running a successful Company, including budgeting, financial ratios, and the means of maintaining a high return on capital employed.
5. Marketing and customer-orientated outlook.
6. Ability to maintain a high level of morale throughout the Company, and a clear understanding of labour relations.

Salary will be negotiable, and in addition there will be a performance related bonus up to 20% of salary, or share options.

Other benefits include a car (2.0l Ford Granada), contributory pension scheme, membership of BUPA, medical insurance, and Life Insurance of three times salary.

Financial assistance with relocation will be provided if necessary.

Senior Employees of the Group are aware of this vacancy. Candidates wishing more information on the position may ring a private line 0908 270165 during office hours.

All replies which will be held in strict confidence and should include concise C.V. should be addressed to BOX J13.

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

Health First is the UK Division of one of the world's largest medical insurers, Mutual of Omaha. Due to expansion, we now have the following vacancy based in our Head Office in Bournemouth.

SENIOR CLAIMS MANAGER

Bournemouth Based
Excellent Package Plus Car.

The position reports direct to the Chief Operations Director and key issues of the role are as follows:-

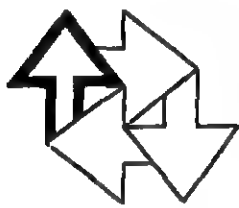
- To manage 27 employees who are responsible for all aspects of claims adjudication.
- To ensure claims are processed in a timely and quality manner to provide an above-average service to our customers.
- To control and develop the department's budget and be responsible for the issuing of all claims cheques.
- To prepare forward plans for all aspects of the Claims Department.
- To direct the appropriate development of new systems plus administrative and processing procedures.
- To contribute to the development of Health First products.

The successful candidate will have strong management experience in a service oriented environment in which specific service goals were required; proven human relations skills and experience in motivating and developing staff together with above-average communication, planning and organisational skills. Experience in health insurance and public relations/customer services would be an advantage.

The company can offer a challenging role at an exciting time in the organisation's growth. The employment package includes a good salary, company car and free life assurance plus a non-contributory pension scheme and private medical insurance after a qualifying period, together with a relocation package where appropriate.

Applications with full CV and details of present salary should be forwarded to Janice Gotting, Personnel Controller, Health First, Richmond Hill, Bournemouth, BH2 6EQ.

HEALTH FIRST
From Mutual of Omaha International Ltd.



Ziel des zukunftsorientierten Ingenieurs:
Projektbearbeitung von hochentwickelten Investitionsgütern
Verhandeln mit kompetenten Geschäftspartnern über gewinnbringende Problemlösungen

Als weltweit führendes Schweizer-Industrieunternehmen (700 Mitarbeiter) der modernen Verbindungstechnik und Automation beraten wir innovativ eingestellte Kunden der Flugzeug-, Automobil-, Eisenbahn- und Fernmeldeindustrie in Grossbritannien.

Zukunftsorientierten Absolventen mit einem anerkannten Studienabschluss (z.B. B.S.) wird die Möglichkeit geboten, sich zum

High-Tech-Ingenieur

mit Verkaufsverantwortung für verschiedene Produktgruppen auszubilden.

Mikroprozessorgesteuerte Widerstandsschweißmaschinen und vollautomatische Anlagen werden Ihr Tätigkeitsfeld. Mit einer einjährigen, praktischen und vielseitigen Spezialausbildung in Schweiß-, Steuerungs-, Antriebs-, Regelungs- und Messtechnik werden Sie auf Ihre anspruchsvolle Aufgabe vorbereitet. Die Schulung in modernem Marketing, in Verkaufsabwicklung und Kundendienst gestattet es Ihnen, eine Ingenieurlaufbahn in einem fundierten schweizerischen Industrieunternehmen, das beachtliche Entwicklungschancen bietet, einzuschlagen.

Bitte senden Sie mir, als beauftragtem Berater dieses erfolgreichen schweizerischen Industrieunternehmens (ca. 120 Mio. Sfr. Umsatz), Ihren lückenlosen, tabellarischen Lebenslauf mit Foto und Arbeitszeugnissen in deutscher oder englischer Sprache. Sie erhalten anschließend Bericht über ein mögliches Orientierungsgespräch, mit für Sie wichtigen Einzelheiten über diese attraktive Stelle.

ZLP • Dr. Roger Bühner • Postfach 6005 • CH-8023 Zürich
Tel. 01041 1/242 87 18

YOUNG ENTREPRENEURS Required

Pizza, Piazza is expanding; we need young people now to help run our restaurants. We are not 'fast food' vendors; we operate sophisticated restaurants to an established formula. The existing ten units are all in the south-east but we now have new sites in Exeter, Bristol, Cheltenham and Norwich. More will follow quickly...and further afield.

We offer an attractive salary and bonuses plus full training and a short route to managing your own unit, provided you meet our standards. Catering know-how is not important but management ability is essential. Energy and enthusiasm matter even more. Age is not important but anyone under 21 is unlikely to have sufficient experience.

Plus...managers can become managing directors! We have a scheme to set you up as the MD of your own subsidiary to develop your own area, with your own equity stake.

Interested? Please write fully to: John West, Director



Pizza Piazza is the trade name of
LITTLE DUDLEY HOUSE LIMITED
436 Hook Road, Chessington, Surrey KT9 1NA, Telephone: 01-391 0198

SALES EXECUTIVES

c. £12,000 + CAR + COMMISSION

Parceline Limited is one of the nation's leading high quality parcel distribution companies. With nearly 150 years of experience behind us, we're now entering a new phase of massive investment, with new hub centre, new vehicles and brand new depots.

It's the kind of business that relies for its success on the expertise and commitment of its sales staff. You'll need to have direct sales experience preferably in the transport industry.

On top of the salary of c. £12,000 there's the opportunity to earn an additional 20% commission and a company car is provided.

Currently we have a vacancy based at our Woodford location, covering the area of East and South East London.

Parceline

Send your CV or write for an application form to: Liz Crowther, Parceline Ltd, Unit 1, Woodford Trading Estate, Southend Road, Woodford Green, Essex, IG8 8HF.

Numerate Graduate

To £17,000

Are you also a good communicator?

The Securities Association has been set up to be a self-regulating body under the Financial Services Act 1986, which establishes in the United Kingdom a new regulatory framework for investor protection over a wide range of investment activities. The Association is playing a major role in the regulation of London as a leading international financial centre.

This new appointment for a Risk Analyst - Financial Regulation presents a particularly challenging opportunity for a Mathematics, Statistics or Business School graduate who is interested in developing a career in the City.

Risk Analysis is a fascinating new discipline whereby, amongst other aspects, commercial risks of new products being developed are measured using mathematically based methods. The ability to "translate the scientific into everyday terminology" is important. This is a high profile role interpreting The Securities

Association rules and advising Member Firms on various aspects of the new regulatory framework.

Communication with a very wide range of key individuals within the securities industry is one of the most demanding aspects of this appointment. A pragmatic approach working under pressure as well as a sense of humour are highly desirable.

Salary will be negotiable and benefits include non-contributory pension scheme, free travel and BUPA, with relocation where necessary.

Please write with full cv. to:

Sarah Taylor,
Personnel Officer,
The Securities Association
Limited,
The Stock Exchange Building,
London EC2N 1EQ.
Telephone: 01-256 9000

THE SECURITIES ASSOCIATION

Move into Computer Recruitment Consultancy

Thames Valley

1st year earnings
c£23K + Car

We can offer the opportunity to become a wealthy and successful Recruitment Consultant within our expanding and progressive Consultancy.

Based in the centre of the UK's Silicon Valley, we are recognised as offering services to clients and candidates based on the highest standards of professionalism. This is due, in part, to our policy of employing highly motivated consultants who operate in a market sector of the Computing Industry relevant to their own experience.

Although demanding, the role offers considerable job satisfaction where your progression and rewards are limited only by your ability and effort.

We offer comprehensive training and support, a negotiable basic salary, generous commission scheme (with no upper limit) and a choice of company car.

For a confidential discussion, telephone Tony Mitchell on 0134 391122 or write to him at Cousins & Partners, 62-66 London Street, Reading, Berks.



SPONSORSHIP

A theatre company based in London, with a very high national and international reputation, is seeking a new sponsorship person.

In the current competitive market, the company is looking for someone who can demonstrate that he/she has direct access to the Board-level decision-makers in national and multi-national corporations.

The target is to raise sponsorship for the theatre company of half a million pounds per year.

The company will not pay salary or expenses, but will offer a commission of 15% on results.

Applicants must demonstrate, with detailed proposals and evidence of their knowledge, that they have the ability to operate at this level.

Applications by: Thursday 29th October 1987
Reply to BOX J10

FEATURE SALES EXECUTIVE

£11,000+

An excellent opportunity has arisen for a top-class telephone sales executive to join our highly successful sales team, based in central London, selling a wide variety of classified advertising features direct to clients.

If you are a 18-30, well educated, enthusiastic, ambitious and self-motivated, with good sales experience and the ability to think fast and creatively, take advantage of this unbeatable opportunity to develop your career with one of the fastest expanding publishing groups in the U.K. CALL ME TODAY.

JOHN JEFFERSON 01-583 9199, ext. 379
United Provincial Newspapers Ltd.,
23-27 Tudor St., London EC4Y 0HR

Yohji Yamamoto will be opening its London shop at Sloane Street for the current Autumn/Winter season. We are looking for full-time sales assistants who understand Yohji Yamamoto clothing.

For further information and/or an appointment, please phone us on 01-727 3896 on Friday 23rd October 1987 between 10:00 a.m. and 7:00 p.m.

Yohji Yamamoto (UK) Limited, 165 Sloane Street, London SW1X 9QE

SALES EXPERIENCE?

As an established extremely successful multi-million pound company specialising in Office Automation and Telecommunications, we require Sales Executives in the following areas: LONDON AND SOUTH EAST, SOUTH WEST, AVON, MIDLANDS AND SUFFOLK.

You will be able to PROVE:
Sales Success in your chosen field. Telecoms will help. An overwhelming desire to be successful. The ability to meet high targets under pressure. A genuine desire to earn a large amount of money.

WE CAN OFFER:-
£20k - £40k average pay cheque: £75k to £100k for high fivers. Exclusive territory; superb products; full training and support. Every opportunity to be successful including qualified leads. High targets and heavy pressure (we work hard and play hard). We're not joking - neither should you be if you call us.

Telephone 01 253 4545 now to stake your claim on a superb career in a lucrative market. Ask for Eric Bell.
ADS Office Systems Ltd.
Cowcross Street,
London, EC1M 6QQ.

THE CHARTERED INSTITUTE OF BUILDING (based in Ascot)

The Chartered Institute of Building seeks to fill two senior management posts from 1 January 1988. The Institute is the leading professional institution for building with some 27,000 members both at home and overseas engaged primarily in areas of building management and education. It enjoys charitable status.

HEAD OF FINANCE
Responsible to the Director of Management Services for all aspects of financial accounting, the person appointed will also assist in the formulation of financial policy and business plans at a time of development both in training and with the introduction of new computer systems.

HEAD OF MARKETING
Reporting to the Director of Central Services, the newly established Head of Marketing will be responsible for formulating and developing marketing strategies aimed at enhancing non subscription income, and will initiate and have responsibility for a wide range of activities.

Both appointments provide an opportunity for career development. Relevant qualifications and previous management experience are essential, together with the ability to function as part of a management team. Starting salary will be within the scale £14,250 to £22,000 per annum. For application forms and further information, please apply to The Personnel Office, The Chartered Institute of Building, Englemere, Kings Ridge, Ascot, Berkshire, SL5 8BJ. Telephone Ascot (0990) 23355.

DEPUTY MANAGER (COMPUTER TRAINING) to £18,768 plus incentives package

As a leading training centre we run a wide range of computing courses covering appreciation, business software, programming, YTS, JTS (former TOPS), Open Learning etc.

You will be responsible for a team of instructors and admin support, course development, marketing training courses and teaching.

Applicants should be experienced in a mainframe or PC environment together with a professional training background or the skills and interest to develop in this direction.

We offer an attractive employment package together with additional earnings opportunity.

Send your C.V. to Peter Cooper, SEETEC, Main Road, Hockley, Essex SS8 4RG (Southern 201070).

A Redford Enterprise
Access British Telecom ICL SONY

REWARD FOR HARD WORK

1 SALES EXECUTIVE POSITION, FULL TRAINING, CAREER, GOOD SALARY.

One of the largest independent software companies in the World is looking for a young well-educated person (graduates preferred) and sales experience is a bonus) to start a career in sales and marketing.

If you are ambitious, have a desire to be successful, willing to learn and involve yourself in a team.

call Tim on
01-242 0180

You should be ready to start by end November 1987.

PROGRAMMES RECRUITMENT CONSULTANCY

SEEKING THE SOFT SELL

A superb opportunity for positive Sales Associates to join a rapidly growing sales team.

*revolutionary perfume product
*fantastic business potential
*9.30-5.30
*£12,000-£15,000 + lots of fun

Phone Graham now on
01 892 3637.

NEW COMPANY FORMATION

WE ARE SEEKING TO APPOINT 10-12 NEW SALES EXECUTIVES. APPLICANTS SHOULD BE AGED BETWEEN 23-30. NO PREVIOUS EXPERIENCE REQUIRED AS FULL TRAINING GIVEN.

CALL OUR CENTRE POINT OFFICE ON
01 379 3131

PIAB TECHNICAL SALES REPRESENTATIVES

REQUIRED FOR

1. HOME COUNTIES (EAST)
2. THE NORTH WEST (M6 CORRIDOR)

Our Company's range of products is famous for quality engineering throughout the world and well established in the U.K. Applications in a wide variety of industries include load/tension measurement mainly in wire ropes, static and dynamic weighing systems and industrial vacuum processes.

A general background in engineering is necessary together with a successful track record in selling industrial equipment. The ability to work from home without close supervision in a well organised manner is essential. The applicant must be able to conduct small seminars and to negotiate at all levels in a technical environment.

Full product training will be given. Technical and Sales support is always available. Age between 25 and 35 years. Resident in the area.

The package includes Basic Salary, Commission, Company Car, Pension Scheme, etc.

Applicants should apply in writing enclosing CV to:

V.M. Doyle, General Manager, Piab Ltd., PO Box 8, Brentford, Middlesex TW8 9AJ.

PERSONNEL MANAGER

LONDON £25,000 + CAR + BENEFITS

An exciting opportunity has arisen within a dynamic International Commodity Trading Company for an experienced Personnel Manager. Reporting to Board level, you will have responsibility for the full personnel function, including recruitment of permanent and temporary staff, training and counselling, development and up date of personnel related policies as required by changes in Employment Legislation and company environment, maintenance of all personnel records, purchase and maintenance of a range of office equipment and many other varied tasks.

Ideally, you will have three years post-qualifying experience of a busy Personnel Department, preferably within the Commodities or Financial Services Sector. You will be age 28-35 and hold a relevant qualification, preferably either AIPM or MIPM. Additionally, an extensive knowledge of Employment Legislation, payroll administration and expatriates is required.

This is a challenging opportunity offering career prospects within a changeable and lively environment.

Please apply in writing with a full curriculum vitae to BOX J15.

NEW TELEPHONE MARKETING SUPERVISOR

You have the opportunity to be part of an exciting development in Sales and Marketing for a large and rapidly expanding exchange holiday exchange company based in Central London.

We are looking for someone with some telemarketing experience to assist in setting up the department until the team is recruited in Jan/Feb 1988. You will then be responsible for supervising the team, monitoring and implementing ideas.

You'll be thoroughly trained in the company's products then be intensively trained in communication and supervisory skills with the team.

If you are bright, have a desire to lead and inspire people and would like to get involved in creating and supervising the department (managerial experience is not essential)

Please call Frances Bayley

01-242 0180

You should be ready to start by December 1987

PROGRAMMES RECRUITMENT CONSULTANCY

SALES EXECUTIVE

This appointment provides the opportunity to join the successful and expanding UK branch of the major and long established West German credit card company. Our customers are the national and international hauliers and coach operators, to whom we offer comprehensive service facilities for fuel, breakdown, repairs, tyres, etc., throughout Europe.

The applicant, aged 25-35, must have an active and self-motivating personality and a proven track record of successfully developing business and be able to provide a first class support to new and existing customers. A competitive salary will be offered, all expenses paid.

Please write with C.V., indicating salary expectation to:

Mrs U. Henzell
DKV European Service (UK) Ltd
Gainsford House
115 Station Road
West Wickham
Kent BR4 0PX



AT A CAREER CROSSROADS?

London & The Home Counties
Hill Samuel Investment Services is seeking executives, aged 25 to 30 and with experience in industry, commerce or the professions, to become Personal Financial Advisers. All necessary training and support (including office facilities) will be given to enable you to promote the successful range of Hill Samuel personal financial products and services.

Contact Mike Benton, Divisional Manager
on 01-484 0000 (quoting ref 7798)
or send full CV to Hill Samuel Investment Services,
2nd Floor, International Building,
71 Kingsway, London WC2B 6EX

صلى الله عليه وسلم

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

MOVE-UP-TO-THE-TOP-TO-UNDER

BRANCH MANAGERS
MAJOR COMPUTER MANUFACTURER

c.A\$100,000 + BENEFITS

A significant player in International Computing, this major manufacturer is widely recognised as the most successful and dynamic company in the Australian Computer Industry. Turnover in Australia alone will exceed A\$400m this financial year.

Opportunities now exist for dedicated computer professionals to share in this success at Branch Manager level.

As a Branch Manager you will have total responsibility for profit and loss and as such will need to control and motivate sales, marketing, and technical support personnel. Typically your Branch will support 20-50 staff, turning over A\$15m-50m.

Ideally from a Systems Sales background, you will have an innovative and energetic approach to business, together with the personal qualities necessary to win the respect of your colleagues and subordinates who

continue to exceed targets in this highly demanding marketplace.

The company has a very high growth account profile and has achieved consistent, profitable growth through dedication to providing solutions to specific vertical markets. Therefore, as Branch Manager you will need the sophisticated communication, interpersonal and presentation skills required to negotiate with some of Australia's major decision makers.

An excellent remuneration and benefits package designed to attract professionals of the highest calibre will be offered.

Generous relocation expenses, expedition of immigration procedures, and a "personal and family lifestyle that only Australia can offer" await the successful candidates.

To discuss these positions in more depth or to arrange a meeting at your convenience please telephone Pierre Heymroz on Epping (0378) 77377 or send your resume to the address below. You are assured of complete confidence.

HAMILTON WATTS

International

Hamilton House, 2 Sutton Road, Epping, Essex CM16 4HA

Telephone (0378) 77377 Fax (0378) 74933

As an O.R. professional
can you influence
business strategy?

Somerset

£15,000 + Car

If so then our client, C & J Clark Ltd, the Parent Company of the privately owned international shoe making and retail Group would be interested to meet you.

Reporting to the Corporate Planning Director and working closely with senior line managers you will resolve problems by logical analysis and creative thinking.

To be successful you must meet the following criteria:

- Age 25/30
- Good degree in a business discipline
- 3 years proven O.R. experience
- Strongly developed commercial awareness and good communication skills
- Able to handle several projects simultaneously



SOMERSET

The position offers excellent career opportunities, as previous members of the department now hold senior management positions.

For an information pack, send your CV, to Claire Brown at Prospect Recruitment, Prospect House, 11 Lonsdale Gardens, Tunbridge Wells, Kent TN11 1NZ. Alternatively, telephone her on 0892 510992 for a career assessment form.

SEMTEX
NATIONAL FLOORING SERVICE

NATIONAL
ACCOUNTS/PRODUCTS
SALES EXECUTIVES

Required by National Flooring and Scaffolding Sub Contractor for various locations throughout the UK.

Applicants should have first hand experience of selling to industry. Knowledge of decorative floor finishes would be an advantage. This is an excellent opportunity to join a Company which is being reorganised and is on course for substantial growth and profitability. We offer a competitive salary, pension scheme, car and outstanding prospects for the right applicants. Please apply stating present salary and job history to:

K J Sheppard Esq
Personnel Manager
Unit C, Central Trading Estate
Bath Road
Bristol BS4 3HD

WORKS MANAGER (Chemicals)

c.£20,000; Executive car/benefits

My client has enjoyed tremendous success in recent years as a custom manufacturer of synthetic organic chemicals - however, there is untapped potential for even more success. Turnover of almost £10m can be doubled in 5 years by further expansion of plant capability - a limiting factor is the need for a professional Works Manager.

Reporting to the Operations Manager you will assume overall control of the plant. Your role will be to reduce costs while increasing yields and improving quality. You will be directly involved in budgeting, planning, health and safety, and personnel matters. Your working hours are 5.30 to 5.00.

Aged 35 to 50, you will have a top class degree in Chemical Engineering or Chemistry backed by substantial experience in a similar position. Your experience will have been acquired with a multi-process, multi-product, synthetic organic, batch company. Your personal qualities will include strong leadership skills and single-minded dedication.

In order to attract the right candidate my client is offering a salary in the region of £20,000 and the usual benefits package associated with a position of this importance. Relocation assistance is also available.

Please write with full CV to our consultant, Jim Morrison, or telephone him for a Personal History Form quoting reference number B4021.

P-E Consulting Services

212 Wakeway Road, Sale, Cheshire M33 1EN Tel: 061-906 1270

DENTAL
PROFESSIONALS
SYDNEY - AUSTRALIA

The Hospitals Contribution Fund of Australia Limited is a leading Health Insurance Fund, established in Sydney for over 50 years with a network of branch offices throughout the states of New South Wales, Australian Capital Territory and the Northern Territory.

As part of planned growth in the development of new services for our contributors, a 12-chamber Dental Centre is being established in the heart of the city of Sydney. This Centre, which will open shortly, will be the largest, most modern private dental facility in Australia with emphasis on high standards of patient care.

Applications are sought from Dental Practitioners who are either recent graduates, graduates or experienced Dentists. Conditions of employment will include:

- salary in the range of \$A23,000 p.a. to \$A30,000 p.a., depending on qualifications and experience
- encouragement to pursue further studies and postgraduate programmes

Written applications with curriculum vitae and the names and addresses of three referees should be sent to the Manager - Personnel, HCF DENTAL CENTRE.

THE HOSPITALS CONTRIBUTION FUND OF AUSTRALIA LIMITED
C/- P.O. Box 5442, SYDNEY, N.S.W. 2001, AUSTRALIA
Telephone: (02) 31971 (02) 31971
Telex: 22253 Facsimile: (02) 27005

MORTGAGE UNDERWRITERS
NEGOTIATORS
AND ADMINISTRATORS

General
Portfolio

If you are experienced in any of the above fields, then you now have the opportunity to join a rapidly growing firm in the first office of its kind in the south-east. If you are aged 25 years or over, self-motivated, able to work under pressure and can demonstrate your ability to liaise effectively with clients, brokers and management, then we can offer an attractive salary and other benefits commensurate with age, experience and qualifications.

Please write to the first business in the P. Washington, Deputy Mortgage Manager, enclosing a comprehensive CV.

GENERAL PORTFOLIO LIFE INSURANCE PLC,
Valley House, Crossbrook Street, Chesham, Hertfordshire EN8 5AH.
Telephone: (0452) 31971
Telex: 22253 Facsimile: (0452) 27005

ADVERTISING SALES

ON TARGET EARNINGS £40K PA

The launch of a series of major international titles has created opportunities for effective ambitious sales people.

If you are able to talk to senior executives in a professional and convincing manner, then we would like to talk to you.

There are likely to be early management opportunities for the most successful applicants.

In the first instance please call David Conway or Ben Crocker on 240 1515.

ARTIST/EDITOR/NOVELIST
company requires a full, present
able to write, edit, and manage
editorial content. Salary: £20,000.
Tel: 01-481 4481

CURRENTLY VACANT
company requires a full, present
able to write, edit, and manage
editorial content. Salary: £20,000.
Tel: 01-481 4481

CV SERVICE based on selection
of personal details. Tel: 01-481 4481

PROCUREMENT
MANAGER

LOCATION - NORTH
£30K + BONUS + EXECUTIVE CAR

Our client is a successful subsidiary of a UK based PLC engaged in the highly competitive sectors of the food processing industry supplying own label products to the major retail multiple groups.

In order to strengthen its executive team, the company wishes to appoint a senior Purchasing professional who will report to the Managing Director. This appointment will require a dynamic manager who has an in-depth understanding of raw material and protein procurement in a fast moving and volatile UK and international supply market, coupled with the clear ability to develop corporate procurement strategies and to manage a team of buyers.

In addition to salary and bonus as stated, the other conditions are excellent and will include a share option scheme and a generous relocation package.

For further details and an application form, please contact:

PURCON (CONSULTANTS) LIMITED
Ardenham Lane House
Aylesbury, Bucks, HP19 3AA.
Tel: 0296 383993
Please quote reference: 7063/TT

PURCON

TRAIN AS A
FINANCIAL
CONSULTANT

O.T.E. £25,000 p.a.
Within 2 years

Following the huge success of F.P.S. (Management) Ltd over the last year we urgently require trainee (or experienced) financial consultants to join our West End office.

No previous experience is needed as full technical and sales training is provided.

Candidates must be well spoken, well dressed, aged 23-35, able to show success in their previous employment and be able to assume a management role at an early stage.

FPS Call GREG BURNARD on
01-439 8431

CLARKSONS
SALE AND PURCHASE DIVISION

We are inviting applications for the position of a junior or trainee broker to join our existing team.

Applicants should preferably be between 18 and 22 years old and be educated to 'A' level standard or have some previous experience in the shipping industry.

Please send a C.V. to:
Miss G. M. Turner,
Personnel and Administration Manager,
H. Clarkson and Company Limited,
12 Camomile Street, London EC3A 7BP

NEGOTIATORS

Urgently required for smart established fast-expanding estate agent south of the river.

Must be ambitious, self-motivated and hard-working. Competitive salaries. Excellent prospects. Previous experience preferred but not essential.

Stafford & Co.
Tel. 708 2457
Complete confidentiality assured.

COLEFAX AND FOWLER

Two full time assistants are required for our Fulham Road Showroom.

If you have at least two years experience in our field, a bubbly personality, lots of energy and know that the customer is always right, please call me for further details.

Penny Reed 01-493 2231

LLOYDS BOWMAKER FINANCE
GROUP/RIGP FINANCE LTD

require an

AREA SALES
MANAGER

To work in the North London, Essex and Hertfordshire area.

The successful candidate will be responsible for managing the sale of Financial Services throughout Motorcycle and Household Goods Dealers and will also direct and monitor the work of a small sales team.

Candidates will preferably have retail finance experience but we would consider retail sales experience in other fields.

Relocation expenses will be paid where necessary to the right people. Applicants should apply in writing to:

Lloyds Bowmaker Finance Group,
Consumer Finance Division,
St. John's House, 1-2 High Street,
Glasgow, Kent.

Lloyds
Bowmaker

ELDERS RESOURCES LIMITED

Crude Oil and Petroleum Products
Contracts and Operations Manager

£25,500 p.a.

Elders Resources Limited, a major Australian resources company, seeks a Contracts and Operations Manager for its Oil Department in London.

Applicants should be able to demonstrate a sound knowledge and experience of contractual techniques associated with the sale and purchase of petroleum product. In addition, the applicant will be required to manage the day-to-day operation of physical oil movements, including such areas as shipping nominations, vessel chartering, delivery, demurrage and claims.

Please apply to:
The Manager,
Oil Department,
Elders Resources Limited,
247 Tottenham Court Road,
London W1P 0BU

EXPERIENCED
LETTING NEGOTIATOR

Required by independent South Kent agents to be part of busy hard working and successful department. You should be able to deal with people, work without supervision and be self motivated. Cheerful quick thinking disposition will benefit. Pref age 24-38. Car owner essential. Realistic basic salary and generous commission structure.

Apply with CV to Ref AMR
Ruck & Ruck, 13 Old Brompton Rd,
London SW7 3HZ

ASSISTANT IN
MANAGEMENT

We are a rapid growing firm of Estate Agents presently requiring a bright enthusiastic personality to join our busy management department. For more information please contact Andrea on:

01 352 8111

MONSOON

We require part timers to work odd days and hours in our London shops on a permanent or casual basis. We are looking for people with a bright personality and enthusiasm who really enjoy meeting the general public. Selling experience is not as important as personality. We offer a good salary, commission, clothing allowance and discount.

Interested applicants should telephone Penny Wills on 01-741 5306/9341.

WHICH CAREER
SUITS BEST?

Professional Guidance and Assessment for all ages.
15-24 yrs: Careers, Careers
25-34 yrs: Progress, Progress
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Full details in free brochure -
CAREER ANALYSTS
50 Gloucester Place, W1
Tel: 01-935 5462 (14 lines)

MADE IN
WORTH

The leading sports and leisure company are opening a new division and require

3 Telephone
Sales Executives

Realistic weekly earnings £250+
the opportunity to earn big
money are endless. If you are
young, energetic and self
motivated, you must call me
now.

Rupert Stephenson
351 4509 daytime
or 228 7303 evenings.

GRADUATES
MANAGEMENT
TRAINEES

A brand-new subsidiary of a nationwide company needs Management Trainees now. Applicants must be 21+, intelligent, very well presented and require a demanding career.

Stirling Development Ltd
01-636 9376

MEDICAL
REPRESENTATIVES

If you have a good academic ability, a totally positive attitude and you are enthusiastic...

If you can communicate with General Practitioners, Retail Chemists and other interested parties...

If you want to join an expanding pharmaceutical company as a Trainee Medical Representative...

If you are motivated by success and results...

AND if in return, you would like to receive an excellent package including salary, bonus, private health insurance and a choice of a company car...

THEN we would like to hear from you.

Due to planned expansion of the company and internal promotions, the following vacancies exist:-

Edinburgh/Glasgow Bedford/Cambridge/Northampton
West Yorkshire North, East, South-East London
South Birmingham/Coventry Newport/Cardiff/Swansea

Now phone 01-561 8774 during normal working hours or write to:

Panpharma Limited,
Hayes Gate House,
27 Uxbridge Road, Hayes, Middlesex, UB4 0JN.

panpharma

BUYING CONTROLLER
MENSWEAR

ref: 1506

FOLLOWING internal promotion, our client, a major Retail Group, now seeks a Buying Controller with particular responsibility for menswear.

The successful candidate will lead a highly professional team of buyers and merchandisers and must therefore have at least 2 years experience at controller level and be able to give immediate respect and credibility.

Responsibilities will encompass range development and planning, sourcing, achieving profit, sales and stock targets in line with the company policy.

MERCHANDISERS
FASHION MULTIPLE

ref: 1508

We have been retained to find a number of senior merchandisers for our client, a Fashion Multiple Group. A minimum of 2 years experience as a merchandiser within a central buying operation is essential.

Candidates wishing to apply for these particular positions, or who wish to register with our company, should contact Janet Jones or Lynette Cohen at:



DAL GROUP

DAL RETAIL EXECUTIVES
7 CAVENDISH SQUARE, LONDON W1M 9BA
TELEPHONE: 01-437 2171

Our client, a major international investment bank, requires the following additional staff:

International Securities
Sales Executive

Dealing in a wide range of securities, applicants must be educated to at least degree level in a business/economic discipline, together with a proven track record in both UK and Scandinavian institutional sales markets. A fluency in Swedish and several other European languages is essential. Experience with a Scandinavian financial institution preferred.

Investment Banking Executive -
Legal Documentation

Dealing with all aspects of securities regulation and financial legal practices, applicants should be educated to at least a second degree standard in law, with knowledge of Spanish, UK and US legislation. Previous experience of US legal systems in a major investment bank and fluency in both Spanish and English essential.

Competitive salaries and benefits package will be provided. Please send your CV to: Victoria Fielding, PER, Box House, 4-12 Regent Street, London SW1Y 4PP.

PER
Britain's Largest Executive Recruitment Consultancy

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

THE INSTITUTION OF CHEMICAL ENGINEERS



DIRECTOR - MEMBERSHIP SERVICES

We are seeking a first rate administrator, with good management skills, to lead the Membership Department, based in our Headquarters at RUGBY.

The successful candidate must be able to communicate effectively with the Institution's membership and to direct the work of the Membership Department. This will include the provision of services to the Membership Committee and the maintenance of the Register of Members. The Director will also be expected to develop and expand the Institution's membership base.

An initial salary of between £15,000 to £17,500 is envisaged, on a scale rising to £22,000 per annum. The Institution also offers a good contributory Pension Scheme, free permanent health and medical insurance, together with other benefits.

Assistance would be offered for direct re-location expenses.

Applications, in the form of a full curriculum vitae should be sent to Mr. D.B. Firth, Deputy Secretary, The Institution of Chemical Engineers, 165-171 Railway Terrace, Rugby CV21 3HQ.

MUSEUMS & GALLERIES COMMISSION OFFICE MANAGER

£9,265 - £11,565 including Inner London Weighting

The MGC has a central role in providing advice and assistance to museums and galleries throughout the UK. Several new functions have been taken on in recent years and administrative systems have now been developed in line with this expansion.

An experienced office/personnel manager is required to be responsible for the day to day management of the office, reporting to the Assistant Secretary for personnel, financial systems, office buying and accommodation services.

An interest in or sympathy towards the work of the MGC would be highly desirable. Applicants should have at least 2 'A' level passes and the preferred age range is 25 - 55. Typing is not essential but would be an advantage. Computer training will be given. For application form and further details please contact:

Mr Jeremy Warren
Museums & Galleries Commission
7 St. James's Square
LONDON SW1J 4JU
(Tel: 01-839 9341)
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Experienced full-time sales staff for Knightsbridge, selling contemporary European porcelain and crystal.

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A CAREER IN SALES

Opportunities exist for experienced or trainee individuals throughout the UK in the following industries:

- Medical
- Finance
- Office Equipment
- Automotive Products

If you are a good communicator, have the drive and ambition to succeed, our clients will provide training, basic salary + commission + car + expenses.

If you feel that you fit it, then please telephone: (0933 222227)

or send current CV to: PALFORD CHEST RECRUITMENT SERVICE, 2nd Floor, Deacons Chambers, Wellington Works.

MOVE INTO MANAGEMENT

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Expected income £17,000

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Communication skills and a professional approach are also important, for effective liaison with customers and other Managers. Starting salary is up to £14,500 and is accompanied by the range of attractive benefits you would expect from a large, successful organisation. Please write with full CV to Delys Bright, ref WR/PR941, British Telecom Westminster District, Erlang House, St. Georges Circus, London SE1 8BA or call for an application form 01-922 5216. British Telecom is an equal opportunity employer.

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Please write giving career details and describing how your present position suits you for one of these appointments, to David Fowler, Director of Personnel, Stoy Hayward, 8 Baker Street, London W1M 1DA, or telephone him for further information on 486 5888.



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Candidates, young qualified ACA/ACCAs, should preferably have a background in insurance, be familiar with statistics and tax,

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Please write with full career details, quoting reference T3999, to John W. Hills, noting any companies to which your c.v. should not be forwarded.

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More important, however, is the need for candidates to be highly motivated, self-starters who are looking for the opportunity to work in a highly commercial and rewarding environment. The remuneration package includes a high basic salary, performance related bonus, company car scheme and other large company benefits.

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With the new powers granted to the Building Society Movement, the accounting requirements of our business have become increasingly sophisticated. We are currently restructuring our accounting functions to enable us to respond effectively to these demands and this has created this career opportunity for an ambitious young professional with an interest in the taxation field.

Working closely with the Financial Accountant, you will have specific responsibility for the completion of income and corporation tax computations and for advising senior executives on a wide range of tax planning and related matters.

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Reporting to the Group Financial Controller, the position involves the day to day management of accounting systems, ably supported by an enthusiastic team. Responsibilities would include reporting and forecasting for at least two group companies.

Applications in writing with a detailed c.v. to:

Peter Venn, Group Financial Controller,
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Chief Accountant

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To be received by 9th November 1987.

New Victoria Hospital

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Personnel Officer,
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Soundcraft

سكيا من الاميل

S LETTER
were overruled

Zelphi to excel in testing conditions

By Mandarini
(Michael Phillips)

On ground which is bound to be testing in the extreme, ZELPHI is fabled to win the Matchmaker Handicap at Newbury this afternoon.

Jersey's colt, who has been a consistent performer in the Sandringham Stakes at Ascot since July and ran on a two-length winner from Defence Policy.

Zelphi then contested the Listed Washington Stakes on today's course in August and was beaten three-quarters of a length by the favourite, *Any Disappointment* that his connections must surely have evaporated when *Common* ran so well next time to finish fourth in the Royal Lodge Stakes at Ascot where he was

beaten only a length and a half by the winner, *Sanguinaria*.

The other significant point about the Newbury form, as far as Zelphi's race is concerned, was *Leprieux's* run in third place, five lengths behind Zelphi.

Earlier in the season *Leprieux* had finished only half a length behind *Western Gun* in the July Stakes at Newmarket where they were both beaten three lengths by *Sanguinaria*. That suggests *Western Gun* should not beat Zelphi this afternoon.

Harp later also encountered heavy going when he was at York earlier this month. But he has yet to win over today's distance and, on this ground, he may well find the concession of as little as 3lb to Zelphi beyond him.

Young Hal is an unknown quantity both over the distance

and on the ground. Significantly, though, he was declared for last Friday's abandoned *Derwent* Stakes. Peter Walwyn's colt, together with *Glacial Storm* and *Minister Son*, took the pick of the remainder.

The latter, who has won on the course, was clearly up against something of a little out of the ordinary when he was later beaten at Kempton by the subsequent *Houghton* Stakes winner, *Carmelite House*, whose name is now a name a tip for next year's 2,000 Guineas.

In the prevailing conditions, John R. who is entering his best season, can win one of the supporting races on STAR OF A GUNNEE (4.0) and AIM TO PLEASE (4.30). Both, incidentally, are by the same stallion, *Gunner R*.

No horse likes to get his

into the ground more than *Star Of A Gunnee* who is my selection for the *Letchmore* Handicap.

However, *Aim To Please*, is my nap to win the *Great Western* Handicap, even with top weight. The going was almost ideal when she ran away with the *Coral Antenna* Cup over the same course and distance four weeks ago.

While conceding that the handicapper has taken due notice of that performance, her ability to cope with the conditions could easily turn out to be the deciding factor.

Also it is pertinent to remark that her lack of this afternoon looks easier than her intended objective at Newmarket last Friday which became a victim of that atrocious weather.

SINGING PARTNER, my selection for the *Hogg Robinson*

Handicap, will be sold by her owners, Captain and Mrs Mass, before this year. So, she has all to gain for this afternoon.

On similar ground, she was expected to give a really good account of herself in the *Boris Handicap* at Ascot earlier this month but sadly a card was also lost to the weather.

With the good young apprentice, Philip Barnard, claiming 7lb, so reducing her weight to 8st 5lb, Singing Partner has the ability to beat *Insurrection*, *Coppermill* and *Derwent Valley*, judged on her best form at Doncaster, York and Ascot.

Finally, *RAINBOW LAF* (4.30) looks the best bet at Newbury now that Martin Pipe, her trainer, has obviously got her right again.

NEWBURY

Selections

By Mandarini
2.00 *Smiling Bear*,
2.30 *Singing Partner*,
3.00 Zelphi,
3.30 *Noble Haven*,
4.00 *Star Of A Gunnee*,
4.30 *AIM TO PLEASE* (nap).

By Our Newmarket Correspondent
2.00 PICKLED (nap),
2.30 *Mineral*,
3.00 *Harp*,
3.30 *Highly Decorated*,
4.00 *Bold Crusader*,
4.30 *Manjaro*.

By Michael Seely
2.30 *DERWENT VALLEY* (nap), 3.00 *Minister Son*, 4.00 *Highest Praise*.

Going: heavy Draw: no advantage

| 2.00 READING MAIDEN FILLES STAKES (3-Y-O: 23.567: 1m 20) (15 runners) | |
|---|-------------|
| 103 (4) BY LINE (Barry T Van Zyl) H Thompson 5-11 | P O'Farrell |
| 104 (9) 504 CLETTIC HING 21 (L Squire) Duxbury 5-11 | P O'Farrell |
| 105 (10) 0000 CORCORAN 28 (Mrs J Kowal) M Francis 5-11 | J Williams |
| 106 (12) 60-60 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 107 (11) 00 NORTON 26 (Mrs M Smith) D Gannon 5-11 | B Brown |
| 108 (14) 60-62 LUCKY PICK 77 (Barry T Van Zyl) H Thompson 5-11 | B Brown |
| 109 (15) 00 MADEIRA 28 (D Dwyer) R Altham 5-11 | M Williams |
| 110 (13) 00 PICKED 28 (D Dwyer) R Altham 5-11 | M Williams |
| 111 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 112 (17) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 113 (18) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 114 (19) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 115 (20) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 116 (21) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 117 (22) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 118 (23) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 119 (24) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 120 (25) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 2.30 HOGG ROBINSON HANDICAP (25.054: 1m 20) (18 runners) | |
|---|------------|
| 201 (1) 130001 HILTON BROWN 28 (D J Dwyer) P O'Farrell 5-11 | W R Swales |
| 202 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 203 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 204 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 205 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 206 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 207 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 208 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 209 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 210 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 211 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 212 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 213 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 214 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 215 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 216 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 217 (17) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 218 (18) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 3.00 MATCHMAKER HORRIS HILL STAKES (Group II: 2-Y-O colts and geldings: 23.034: 7f 50yd md) (11 runners) | |
|--|-------------|
| 302 (1) 011 HARP 11 (Barry T Van Zyl) H Thompson 5-11 | C O'Farrell |
| 303 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 304 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 305 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 306 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 307 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 308 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 309 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 310 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 311 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 312 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 3.30 DONATY NOVICES HURDLE (Div II: 27.28: 2m 10) (14 runners) | |
|--|-----------|
| 401 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 402 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 403 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 404 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 405 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 406 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 407 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 408 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 409 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 410 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 411 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 412 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 413 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 414 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.00 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
|--|-----------|
| 501 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 502 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 503 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 504 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 505 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 506 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 507 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 508 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 509 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 510 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 511 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 512 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 513 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 514 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 515 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 516 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.30 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
|--|-----------|
| 601 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 602 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 603 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 604 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 605 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 606 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 607 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 608 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 609 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 610 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 611 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 612 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 613 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 614 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 615 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 616 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.30 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
|--|-----------|
| 701 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 702 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 703 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 704 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 705 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 706 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 707 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 708 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 709 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 710 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 711 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 712 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 713 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 714 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 715 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 716 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.30 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
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| 801 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 802 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 803 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 804 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 805 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 806 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 807 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 808 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 809 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 810 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 811 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 812 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 813 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 814 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 815 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 816 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.30 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
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| 901 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 902 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 903 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 904 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 905 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 906 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 907 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 908 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 909 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 910 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 911 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 912 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 913 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 914 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 915 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 916 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.30 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
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| 1001 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1002 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1003 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1004 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1005 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1006 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1007 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1008 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1009 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1010 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1011 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1012 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1013 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1014 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1015 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1016 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

| 4.30 LANSOWNE FLYOL HANDICAP HURDLE (22.653: 2m 10) (16 runners) | |
|--|-----------|
| 1101 (1) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1102 (2) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1103 (3) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1104 (4) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1105 (5) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1106 (6) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1107 (7) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1108 (8) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1109 (9) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1110 (10) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1111 (11) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1112 (12) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1113 (13) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1114 (14) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1115 (15) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |
| 1116 (16) 00-000 GRANNY TAYLOR 24 (T Wood) Mrs M Smith 5-11 | M Charles |

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| 120 | SMILING MISS (5) 10-11 (2) |
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BOXING

Hearn defends his delay over TV fight coverage deal

By Ian Stafford

As the final countdown towards Saturday's heavyweight clash between Frank Bruno and Joe Bugner began, Barry Hearn yesterday denied that he has attempted to deceive the public over television coverage in the quest for ticket sales.

Although boxing's newest promoter has insisted throughout the elongated build-up to the fight that in Britain it will not be screened live, he confirmed that independent television could be showing it only an hour after it takes place at White Hart Lane.

"There really is no element of cunning whatsoever," he told sportswriters at the Waldorf Hotel, London. "You

have to be commercially minded. I am still haggling with ITV but I am sure they will agree with my points. The options are showing it delayed the same night or the following day.

"I have had to make a balanced decision and which ever way it goes I will upset someone, but I think people understand that anything delayed by at least an hour is sport in 1987. We are turning into a nation who watch sport on television and I want to reverse this trend."

Hearn's argument is that genuine followers of boxing will want to be at Tottenham Hotspur's ground regardless of the fact that it will be televised, and he is anticipat-

ing a crowd of at least 35,000.

"I have wanted to see Bruno fight Bugner since the early days of Bruno's career," he said. "Staging it has been the hardest thing I have ever tried to do, though. I thought the hardest part would be getting Terry Lawless's approval, but it turned out to be Marlene Bugner."

Hearn met with Bugner's insistence of a guarantee of £250,000 for the fight and also paid Bugner's former wife, Melody, £14,000 for outstanding maintenance. The latest episode in the Bugner and wife saga, however, has left even Hearn mystified. Bugner received a writ on Tuesday and his solicitors will represent him in Cambridge this morning.

All this is a minor aberration, if not, indeed, another welcome serving of hype which can only boost the final attendance figure on Saturday night for a fight Hearn plugs incessantly.

"I feel sorry for Joe," he said. "If anyone thinks he is here for an easy payday then they can think again. I have seen him lose almost a stone in weight and he is in good shape. I think he will win and I still think he will but it is now an even bet."

Hearn yesterday welcomed the imminent competition to his Romford-based Matchroom stable in snooker from Frank Warren, the boxing promoter and manager.



Perfection in motion: Daniela Silivas, of Romania, scored the first perfect mark of the world gymnastics championships at Rotterdam yesterday. The top individual scorer, she excelled on the beam and the apparatus, for which she holds the world title.

cameras in an otherwise hushed arena, she moved smoothly through the set routine to earn 10 points and an ecstatic reception from the audience. Another 10 in the floor exercises gave her a personal total of 39.95, three-tenths ahead of Yelena Shushunova and Oksana Omelyanchik, of the Soviet Union, who are in joint second place.

Observations of the constant clicking of press

RUGBY LEAGUE

Wigan backbone to British team

By Keith Macklin

There are eight Wigan players in the long-striding young Leeds second-row forward, Paul Medley, and the powerful young Bradford Northern forward, Karl Fairbank. Fairbank is one of the two substitutes, and clinched his place with a storming try which enabled Bradford Northern to gain a replay with Castleford in the Yorkshire Cup final.

The other six Wigan players include another newcomer to international rugby league in the full back, Steve Thompson. He has forced his way into the side with strong running and fearless tackling displays for Wigan and for Lancashire.

The back substitute is John Woods, the Warrington stand-off half, who has made a remarkable comeback following his transfer from Bradford Northern. He seems to have rediscovered the skill and speed which gained him a place on the 1979 tour of Australia.

The match gives a great opportunity for four players. They are the speedy and tricky Bradford Northern winger, Phil Ford, the St Helens and former Salford hooker, Paul Groves, and the two halves, Steve Thompson and John Woods.

When the Cumbria county side beat Papua New Guinea at Whitehaven on Tuesday it was a sad reminder that the Cumbria side no longer exists except for

special occasions. Furthermore, a look at the region's teams shows that the four Cumbrian clubs - Barrow, Workington, Town, Whitehaven and Carlisle - are all in the second division, struggling along gallantly but with very few fans to retain its identity.

The decision to allocate a county match against the tourists was an attempt by league officials to show faith in Cumbria but it is an uphill struggle.

FOR THE RECORD

BASKETBALL

KORAT CUP: Rungt Club (P) 85, Doha (H) 82. **First round:** Rungt Club (P) 85, Doha (H) 82. **Second round:** Rungt Club (P) 85, Doha (H) 82. **Third round:** Rungt Club (P) 85, Doha (H) 82. **Fourth round:** Rungt Club (P) 85, Doha (H) 82. **Fifth round:** Rungt Club (P) 85, Doha (H) 82. **Sixth round:** Rungt Club (P) 85, Doha (H) 82. **Seventh round:** Rungt Club (P) 85, Doha (H) 82. **Eighth round:** Rungt Club (P) 85, Doha (H) 82. **Ninth round:** Rungt Club (P) 85, Doha (H) 82. **Tenth round:** Rungt Club (P) 85, Doha (H) 82. **Eleventh round:** Rungt Club (P) 85, Doha (H) 82. **Twelfth round:** Rungt Club (P) 85, Doha (H) 82. **Thirteenth round:** Rungt Club (P) 85, Doha (H) 82. **Fourteenth round:** Rungt Club (P) 85, Doha (H) 82. **Fifteenth round:** Rungt Club (P) 85, Doha (H) 82. **Sixteenth round:** Rungt Club (P) 85, Doha (H) 82. **Seventeenth round:** Rungt Club (P) 85, Doha (H) 82. **Eighteenth round:** Rungt Club (P) 85, Doha (H) 82. **Nineteenth round:** Rungt Club (P) 85, Doha (H) 82. **Twentieth round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-first round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-second round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-third round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Twenty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Thirtieth round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-first round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-second round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-third round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Thirty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Fortieth round:** Rungt Club (P) 85, Doha (H) 82. **Forty-first round:** Rungt Club (P) 85, Doha (H) 82. **Forty-second round:** Rungt Club (P) 85, Doha (H) 82. **Forty-third round:** Rungt Club (P) 85, Doha (H) 82. **Forty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Forty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Forty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Forty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Forty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Forty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Fiftieth round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-first round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-second round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-third round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Fifty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Sixtieth round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-first round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-second round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-third round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Sixty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Seventieth round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-first round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-second round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-third round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Seventy-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Eightieth round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-first round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-second round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-third round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Eighty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **Ninetieth round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-first round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-second round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-third round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-fourth round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-fifth round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-sixth round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-seventh round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-eighth round:** Rungt Club (P) 85, Doha (H) 82. **Ninety-ninth round:** Rungt Club (P) 85, Doha (H) 82. **One hundredth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and first round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and second round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and third round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and fourth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and fifth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and sixth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and seventh round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and eighth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and ninth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and tenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and eleventh round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twelfth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirteenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and fourteenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and fifteenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and sixteenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and seventeenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and eighteenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and nineteenth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twentieth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-first round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-second round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-third round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-fifth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-sixth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-seventh round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-eighth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and twenty-ninth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirtieth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirty-first round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirty-second round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirty-third round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirty-fourth round:** Rungt Club (P) 85, Doha (H) 82. **One hundred and thirty-fifth round:** Rungt Club (P) 85, Doha (H) 82. 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World Cup game faces a terrorist threat

From Alan Lee, Delhi

A horrifying mass murder in a Delhi park has provoked unprecedented security measures for today's crucial World Cup match in the city, between India and Australia.

Delhi's police chiefs confirmed last night that they fear the Sikh extremists, who gained down 25 people on Tuesday evening, killing at least 10, could now be planning a terrorist assault of bizarre proportions, aimed at disrupting the sell-out cup game.

The police believe that the extremists' tactics may include the use of boobytrapped cricket balls, similar to a spate of bombs camouflaged as transistor radios which killed 65 people in Delhi during 1985.

A stern warning has been issued to the expected 30,000 spectators to be on their guard. Deputy Police Commissioner Umesh Katna said last night: "We believe the extremists may try to bring weapons into the ground hidden in cricket kit. After yesterday's killings, our security measures

More TV coverage

England's World Cup match against the West Indies, which could ultimately decide who will go through to the semi-finals with Pakistan from Group B, will be shown live on television following a change of heart by the BBC. Coverage from Jaipur will start at 3.30 a.m. (British time) on Monday and continue throughout the game. The BBC have screened only an hour's live play from each of England's four group games so far — a decision strongly criticized by Peter Lush, the tour manager, last week.

have assumed greater dimensions."

Metal detectors have been set up at all entrances to the Feroz Shah Kotla Stadium. The police will also use commando and para-military units among a total strength, inside and outside the ground, which they say will run into thousands. "The public, particularly children, are warned not to pick up any objects which look like cricket

balls," the police spokesman said. "They should also be on the lookout for booby traps and for terrorists in disguise."

If all this sounds a shade far-fetched, even for the volatile subcontinent, there is more to come. The four terrorists responsible for Tuesday night's indiscriminate carnage in Chittaranjan Park abandoned their motor cycles, from which they had fired shotguns, and tried to effect an escape by passing themselves off as cricketers.

Dressed in coloured, team tracksuits, and even carrying cricket equipment, they boarded a public bus before scattering when another passenger apparently spotted some bullets in a kitbag. Police claim that one of the men was later shot dead but the rest remained at liberty last night in a city now on red alert, with all exit roads blocked.

It is an unusual atmosphere in which to stage any cricket match, especially as this game had been scheduled to coincide with Diwali, roughly speaking, the Indian Christmas. It was to have been a celebration, accompanied by fun and fireworks

displays. Sadly, the fireworks began too early.

Cricketers touring this part of the world become hardened to security scares and, although this one seems more serious and sinister than most, the highly charged atmosphere of a vital game should, hopefully, banish apprehensions among two well-matched teams. The safest man today, however, is likely to be Dickie Bird, who was due to umpire the game along with fellow-Englishman, David Shepherd. Bird, whose World Cup experiences have already included some painful dentistry and a lost suitcase, has now succumbed to the inevitable stomach disorder and was last night rated highly unlikely to leave the comfort of his hotel room.

Neither team reported any such problems before a fixture likely to dictate which of the two will win the group and qualify for a Bombay semi-final, rather than a meeting with Pakistan in Lahore.

India have dropped the leg spinner,

Sivaramakrishnan, who has looked distinctly rusty, and Chetan Sharma will make his long-awaited appearance after injury. Australia, relishing the fresher conditions here (there is snow on the hills not far away) retain the team which beat New Zealand but Craig McDermott is likely to be relieved of new ball duties after twice having trouble with his control in the important early overs.

Both against India and New Zealand, McDermott's second spell was immensely better than his first and the team's brains trust has now decided he should bowl in the middle of the innings, while Simon O'Donnell shares the early attack with Bruce Reid.

A fortnight ago, in the first Group A match, Australia came back from the dead to win by just one run. That victory has done wonders for their confidence but, paradoxically, it has also shaken the Indians into shape and it would be a brave man who predicted the winner today.

More World Cup cricket Page 46

END COLUMN

A £20m question is facing the RCA

By John Goodbody

The Racecourse Association yesterday finally signed the contract with Satellite Information Services (SIS) to beam horse and greyhound racing directly into Britain's 18,200 betting shops but the RCA's satisfaction is tarnished by profound concern in the industry about its immediate financial future.

"The racecourses are very worried that as a result of the money they receive from SIS the Levy Board will reduce its funding," General Sir Peter Leach, chairman of the RCA, said. "They are particularly concerned that any reduction should not happen for two or three years because the RCA will not be making a great deal extra until the 1990s."

Under the deal with SIS, which has been operative since May, the 59 racecourses will get between £25 million in the first year (to May 1988), £30m in the second year, £35m in the third, £40m in the fourth and £45m in the fifth — a total of £200m. The deal will then be renegotiated.

But revenue from the commentary fund, broadcast by Exchange Telegraph from racecourses, and supplying the starting prices and odds, will drop in the first year from £1.3 million to £280,000. This is because the introduction of SIS will largely supersede its usefulness. As a result the RCA will be only about £1 million better off in the first year of operation of SIS. Since SIS is also projecting losses for two more years, RCA's 10 per cent shareholding will also not yield any dividends until after 1989.

General Leach said that, although the extra income from involvement with SIS would ultimately be used to benefit the public by improving course facilities, racecourses were facing new financial demands. From April



there has been the increased Value Added Tax. He said one course estimated the VAT bill will increase from between £8,000 and £9,000 to £20,000. Insurance demands have also risen sharply in the wake of the Bradford fire disaster.

In the past, racecourses have relied heavily on financial support from the Horserace Betting Levy Board, which this year is distributing £25 million to the benefit of the sport from its percentage of off-course bookmaking. Half of this figure goes into prize-money for races while the remaining half goes towards such areas as technical services, veterinary research, loans to racecourses and even daily grants to some courses, who stage meetings on unfavourable days to enable a minimum of two fixtures a day throughout the year.

Tristram Ricketts, chief executive of the Levy Board, said: "The Levy Board keeps its distribution of money in constant review. We will look at developments in racing over the past year at the meeting to discuss our annual strategy in January 1988. One development is, of course, the fact that racecourses are now getting money from SIS. We will obviously consider to what extent we should direct funds to other areas of our overall programme."

Mr. Ricketts pointed out that in recent years the board had vastly increased the grants and loans to racecourses and added that the one definite decision in recent years was to cease its £100,000 funding of the Racecourse Publicity Association from the end of 1988.

The introduction of SIS, which by the end of 1987 should reach 2,000 shops and 8,000 by the end of 1988, has already been the most controversial development in racing in recent years. The Office of Fair Trading is investigating the betting industry because 45 per cent of the shareholding of SIS is held by the big four bookmakers, Ladbrokes, Coral, Mecca and William Hill, whom many see as having an unhealthy dominance of the nation's £4 billion-a-year betting business. The Tote has five per cent.

The RCA will remain the custodian in voting rights of the remaining 40 per cent of the equity in SIS until it is offered on the market by the merchant bankers, Schroder Wagg.

Spanish ploy pays off in Italy

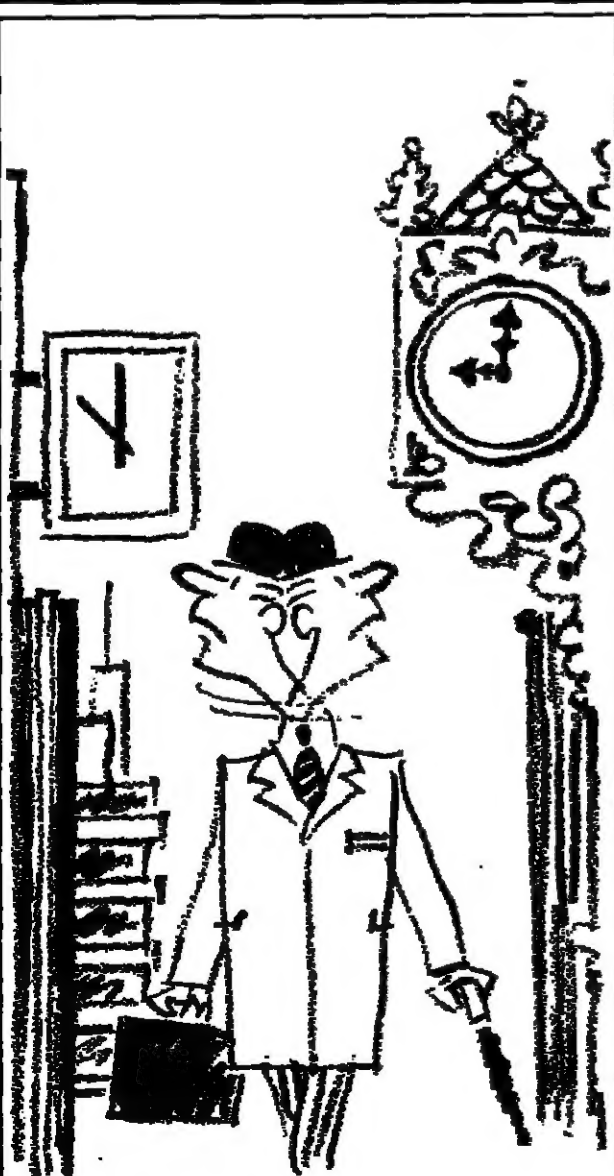
Espanol, the Barcelona club, gained a surprise 2-0 win over AC Milan in their UEFA Cup second round first-leg match in Italy yesterday. Zubillaga scored in the 40th minute and Alonso added the second goal four minutes after half-time.

The Spaniards fielded a side comprised mostly of defenders and midfield players with the aim of escaping with a goalless draw. But the few chances created by the Italians were squandered by the Dutch international, Gullit, and Virdis. The game was played in Lecce as part of Milan's punishment for crowd trouble two years ago.

Wisniewski, the only remaining East German representative in European competition this season, started strongly against the Albanians, Flamurtari Vlorë, and secured a slender advantage for the second leg through a goal by Krauss after 20 minutes. Flamurtari looked dangerous on the counter-attack but had Ugehi sent off for a rough tackle near the end. The tie between Spartak Moscow and Werder Bremen was postponed until Saturday when fog prevented the West Germans from completing their flight to the Soviet capital.

The Portuguese side, Chaves, succumbed 2-1 at home to Honved Budapest, missing a penalty in the process against the Hungarians. A first-half goal from Persias was enough to give OFI Heraklion, of Crete, victory over Atalanta, of Italy, who had defeated the Welsh club, Merthyr Tydfil in the previous round of the European Cup Winners' Cup, in Salonika.

In the European Cup, the 1986 champions, Steaua Bucharest, secured a 3-1 lead to take to Cyprus after beating Omonia Nicosia in Romania. Hajji, the international forward, scored twice — one a penalty — in front of a 40,000 crowd.



Clocks forward or back?

Oh well, YOU CAN BE SURE OF SHELL

Leeds see Meade as the player to provide goals

By Martin Searby

Leeds United, the money-laden club who have been consistently spurned by goal-scoring forwards this season, hope to have resolved the problem which has left them in the bottom half of the second division table. Raphael Meade, the former Arsenal player, now with Sporting Lisbon, is expected to sign for them for £250,000 today.

With £1,500,000 from transfer fees and gate receipts lying almost idle in the bank, Leeds have been trying to rekindle their flagging promotion challenge but, until now, they have not been able to tempt the right players to Elland Road.

Their manager, Billy Bremner, was turned down when he bid £350,000 for Mark Falco, of Glasgow Rangers, and Mark Walters, of Aston Villa. The former Leeds player, Ian Baird, also refused to return because of a disagreement with his club, Portsmouth. Bremner did, however, sign Jim McIntosh from Charlton for £50,000.

Meade, aged 24, scored 17 goals for Sporting Lisbon last

season, including four in as many games in the UEFA Cup, and in a four-year career at Highbury had 14 goals in 41 League matches.

Yesterday, he underwent a medical and Leeds despatched an official to Lisbon to obtain international clearance so that the forward can play in the home match against Bournemouth on Saturday.

"We found out he was in dispute with his club, so we moved in," Bremner said. "We remember him from his Arsenal days. He has aggression, speed and an eye for goals. When you can't get what you want in this country you have to look elsewhere."

Meade has not played for Sporting, the club he joined for £100,000 two seasons ago, for four weeks because of the dispute and has kept himself fit for action. If the registration forms are back from Portugal and with the Football League by tea time today he will be able to play.

"We have agreed terms with Sporting's representative and with the player but the deal will not be final until their

president has signed the forms," said Bremner, who, in spite of the impending deal has not entirely given up hope of signing Baird. "I hope to have a further word with him before anything is settled," he said.

Leeds have recovered from the brink of bankruptcy three years ago to become one of the better-off clubs in the North. The initial move to stave off the creditors came when the city council bought Elland Road for £2 million but since then the money has rolled in.

The FA Cup run last year, which carried them to the semi-finals, produced a reported £500,000, which the board made clear could be spent on new players.

More significantly, they received more than £1 million from the sale of Ian Snodina to Everton and Baird to Portsmouth.

Gate receipts are averaging £20,000 this season and supporters are keen for the success which Leslie Silver, the chairman, and Bremner are anxious to provide. The latest signing is unlikely to be the last.

McNeill claims innocence

Billy McNeill, the Celtic manager, yesterday claimed that Rangers were more to blame than his players for the unruly scenes at Saturday's "old firm" game at Ibrox, in which Frank McAvennie, of Celtic, was sent off along with Terry Butcher and Chris Woods of Rangers.

McNeill said: "The behaviour of my players on Saturday was impeccable. Nothing that took place shook my belief that we at Celtic have a very disciplined group of players. Certain people seem to think that the blame

for Saturday's events should be apportioned in almost equal amounts to each club. That is ridiculous.

"In fact, I wonder if I took too much passion out of their game by telling them to keep playing football and to respect the referee," McNeill wrote in the club newspaper, *The Celtic View*. The match was a 2-2 draw.

Bobby Gould, the manager of Wimbledon, has, so far, failed to fulfil his promise to improve his side's disciplinary record. Gould's players have already collected 20 bookings this season, and Eric Young has been sent off. Eighteen of the bookings have come in the first division, compared to

nine at this stage last season, when Wimbledon went on to total 52. The club were fined £4,500 by the FA for that disciplinary disaster, and were warned that a £5,000 fine would be imposed if the situation did not improve this season.

Steve Walsh, the Leicester defender, will appeal against the six-match ban imposed on him by the FA. The suspension was handed out after Walsh was sent off for an incident which left David Geddis, the Shrewsbury forward, suffering from a fractured jaw. Geddis is still out of action and is considering taking legal action.

Burridge undeterred

John Burridge, the Southampton goalkeeper, who suffered a broken nose in Tuesday night's 3-2 victory at Coventry, is expected to play against Chelsea on Saturday.

Since Burridge, aged 35, signed from Sheffield United, has been introduced into the first team to replace Tim Flowers, Southampton have won twice, and Chris Nicholl, the manager, said: "I reckon it will take more than a broken nose to stop him playing."

Meanwhile, Nicholl re-

High street rivalry takes to racetrack

By John Blunsden

Vauxhall and Opel, for long competitors of Ford in the high street, are about to join battle with their rivals on the racetrack. Yesterday at Motordair, at London's Earls Court, the former double world champion, Sir Jack Brabham, and his fellow Australian, Don Bagshaw, Vauxhall's chief executive, pulled the wraps off the first single-seater racing car to be built for a new 12-race Vauxhall Lotus Challenge series on British circuits next season.

Similar series of races, for Opel Lotus Challenges, will be operated in the Benelux countries and in West Germany and competition in any of the three series will be eligible to compete also in a GM/Lotus Euro series, in which five of the eight races will be staged as supporting events to world championship grands prix in Britain, West Germany, Belgium and Austria, plus one other country yet to be decided.

This is the boldest example yet of GM using the Lotus

name to help promote their mainline European products since buying the company last year. The new racing formula is built around a chassis designed and built by Reynard Cars, of Bicester, and powered by a 155bhp version of the 16-valve, two-litre GM engine first revealed at the recent Frankfurt Motor Show in a high-performance Opel Kadett.

The race engines, although developed by Cosworth Engineering, will be built at the Opel factory in Germany, tested for equality of performance, then sealed. Complete cars will cost £16,000, only minor tuning of the chassis will be permitted and the cost of spares will be controlled by the GM Euro Sport and the European Formula Drivers' Association, who will be responsible for policing the series.

"I wish this series had been around two years ago," Sir Jack said yesterday. "I would certainly have put Gary [his second son] into it."



A legend in bronze: Sir Stanley Matthews poses before a life-size statue of himself at Stoke-on-Trent yesterday. The former Stoke City and England winger, who lives and coaches in Toronto, unveiled the £5,000 bronze statue and opened a new shopping centre in Hanley, just yards from the terraced street where he kicked a tin can around as a boy.

Sir Stanley, now 72, sat more than 20 times for the sculptor, Colin Melbourne, who shows his subject in an action pose. The statue will form the centrepiece of a new pedestrian precinct.

Cheered by thousands of fans, young and old, Sir Stanley admitted: "Whenever I travel all over the world I feel homesick. I go into restaurants and hotels and pick up a piece of crockery and find that it's made in the Potteries. I'll return here one of these days."

Rain no obstacle to Bugner-Bruno

By Srikanth Sen, Boxing Correspondent

Joe Bugner and Frank Bruno were still heading for their collision yesterday despite the weather doing its best to throw buckets of cold water on their heavyweight contest at Tottenham Hotspur football ground on Saturday.

Peter Barnes, the Tottenham Hotspur secretary, said yesterday that the recent rains had not affected their preparations in any way and that the ground had now been covered by boards for the seating.

Dennis Roach, the public relations officer for Barry Hearn, the promoter of the contest, said that only torrential rain on Saturday could stop the bout. "If there is English rain the fight will go on," he said.

In case of prolonged heavy

rain the contest could be moved from Saturday to Monday, Tuesday or Wednesday. "But these things have a way of going on and this will go on on Saturday," Roach said.

The London Weather Centre was not available to give a weekend forecast as it was deluged with calls.

Herol Graham, the former No. 1 world middleweight contender from Sheffield, makes his comeback to the ring at Ardwick, Doncaster, on November 14. Graham fights Ricky Stackhouse, of the United States, who has won 18 of 24 bouts. Graham's manager, Barney Eastwood, said: "If he doesn't show what he can do now I don't think he has any future."

SPORT IN BRIEF

BCF move planned

The British Cycling Federation, faced with cuts in its Sports Council grant, will close its head office in the council's central London building and move to the south Midlands. The grant is expected to be for £110,000, and has to be spent on Olympic preparation, leaving administration a mere £10,000.

Yesterday, the BCF also announced that it has appointed Jim Hendry, the director of coaching development, to the new post of chief executive of the federation from November 1.

Davies delay

Jonathan Davies, the Wales Rugby Union side's stand-off half, decided yesterday to delay his return to the game until next week. Earlier, he suggested he would play for his club, Llanelli, against Pontypool on Saturday, but his injured knee hampered training on Monday. He aims to play against Petone, a New Zealand side, next Wednesday.

Faithful Frost

Morten Frost, the world No. 1 men's player, will attempt to win his fourth Scottish Open badminton title at Meadowbank in late November — despite the event's loss of grand prize status. Frost, the All-England champion, confirmed his entry yesterday.

Pair reunited

Kevin Conway and Tim Salmon, the ice hockey players who scored 300 goals between them in the Ayr Bruins' record-breaking 1985-86 season, have been reunited at Telford Tigers. The first division south club hopes to give both their debut in the first league game of the season against Cardiff Devils on Saturday.

Late hearing

The Rugby League tribunal will hold its hearing, postponed from last week, to decide the fees Barrow will receive from Salford from David Cairns and from St. Helens for Les Quirk.

Craven op

Danic Craven, the 77-year-old president of the South African Rugby Board, underwent heart surgery yesterday.